

#### TESTING CONDITIONS

Our exclusive trans-Mediterranean adventure on *Sarissa*



#### ALL FIRED UP

Built to beat the Js, *Firefly* heralds the birth of a new class of racer



#### FREE RANGE

Exploring *Liberty*, the first of ISA's new 50m superyacht series



# BOAT

WORLD EXCLUSIVE

## SERENE

On board a 134m masterpiece

### Counting the cost of crew

1,500 crew reveal their salaries – turn to page 51







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**COVER:** the 134 metre *Serene*  
Photography: Marc Paris

issue 306



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MARC PARIS; JASPER FABER; DICK HOLTHUIS

# december 11

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Eye Opener of 134m *Serene*, snapped as dawn approaches in Imperia, Italy; we explore Italian builder Wider's clever, convertible and fuel efficient 150 design; Bill Dixon and Ken Freivokh reveal an 80m ketch likely to appeal to motor yacht owners; Ed Dubois announces a 100m ketch sloop build; Mariotti develops the explorer concept with Geo; Enrico Gobbi unveils a 40m concept with mega yacht luxury; and Hybrid expert Arc Lite buys a San Diego yard to meet demand

## the boats

**SERENE**

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With graceful lines by the Espen Øino studio and an unequivocally intimate and personal feel, *Serene* is one of the finest vessels afloat – and at 134m, with more than 2,500m<sup>2</sup> of luxury floor space, she's also the eighth-largest private yacht in the world

**SARISSA**

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Built for an owner with a young family, the 42.6m carbon sloop *Sarissa* was designed to be a cosy, comfortable, performance yacht, capable of taking them on adventures in remote corners of the world

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The first yacht in ISA's 500 series is an excellent example of a shipyard reacting to the demands of owners, and working to create a highly personal semi-custom yacht

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**FIREFLY**

Designed to beat J Class yachts, *Firefly* has spawned her very own racing class and embodies the finest characteristics of Dutch design – right down to her orange ropes and gennakers

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**E&E**

The owner of this spacious yacht worked with Vripack to create an unconventional layout – bringing guests upstairs and minimising underused spaces in favour of popular ones – that improves life for all on board





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COURTESY OF TAIWAN TOURIST BOARD; SELIM KEMAHU; COURTESY OF HOEK DESIGN

## the boats

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### AMERICA'S CUP DIARY

Larry Ellison is investing in television coverage of the America's Cup, and with thrilling multihull action, it has never stood a better chance of winning over audiences. But can any televised sailing event, however nail-biting, really snare non-sailors?

### CRUISING IN TAIWAN

It may be part of China, but with a unique local character, burgeoning cultural scene, improved facilities and a substantial reduction in bureaucracy, Taiwan is becoming an attractive superyacht destination. And it's the perfect stop on the way to the beautiful Penghu archipelago

### BROKERAGE NEWS

The latest yachts sold and available to buy, including the 60m *Paraffin* and the 51m *Alibi*


### MARKET ANALYSIS & INTELLIGENCE

With 17 reported in September, new orders have outstripped reports of existing yacht sales for the first time in two years



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Herairos photo by Mats Sandström





'Technology plays a key role in the yachting industry – that is evident in the astonishing things yards are able to achieve with their projects'



My father has never been the greatest when it comes to technology. It's not for a lack of enthusiasm, nor for his chronic GAS problem (Gear Acquisition Syndrome), but rather the finer points of operation elude him. He has, at least, now grasped the concept of the 'On' switch.

I turned 40 last month, and was struck by an unnerving thought: the fear that I would succumb to

technology blindness. I can YouTweetMyFaceTube with the best of them, but will I one day cease to understand the new-fangled technology that the kids are running around with?

Fortunately, *Boat International* is doing all it can to keep my technological acuity at peak fitness. With a concerted effort to enhance [boatinternational.com](http://boatinternational.com) and with our iPad edition now offering a wealth of additional material – from extended galleries to video features – the age of cross-platform media is upon us, and I urge you to explore the website and the iPad edition of the magazine to see what we have on offer.

That technology plays a key role in the yachting industry is of course a given – modern entertainment and ambient control systems running off smartphones and tablets is well established on yachts – but it is also evident in the astonishing things that yards are able to achieve with their projects. The F Class yacht *Firefly* (pictured above and featured on [page 106](#)) shows how modern design and naval architecture can be

combined with classic styling. But for real technical innovation look no further than the 134m yacht *Serene*, launched this summer from Fincantieri Yachts. Aside from her perfect proportions and obvious size, she incorporates amazing engineering. With 11 shell doors, her structure was subjected to months of finite element analysis and calculation. The structural parts around the stern alone are fantastically complicated, with both sides, the stern and the roof, all able to open at the same time. Throw in a 15m pool that holds around 90,000 litres of water, and you have an engineering headache.

Of course, *Serene* is much more than simply being one of the most technically advanced yachts afloat. Her highlights for me are twofold – the Nemo room, right down in the double bottom, which offers extraordinary views through two giant viewing ports; and the snow room, set near the sauna in the spa, in which it actually snows... You can read all about *Serene* in our exclusive feature, starting on [page 65](#).

I have decided, in my own little burst of GAS, that the 40th birthday present I most want is a snow room of my own. I just fear, however, that I wouldn't be able to find the 'On' switch. I would hate to have to call my father to ask him for help.

Tim Thomas



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MARC PARIS Italy

Out of Imperia, onboard *Serene*... Part of the crew is preparing the helicopter on the foredeck, for an early aerial shoot. People of few words, working hard and with a smile on their faces. I am in awe of their professionalism and kindness – even more so because it is 5.30am, and they probably had better things to do. A big thanks to all of them, to my great assistant Daniele Strada, and to their wonderful pilot!

Page 65



NIGEL SHARP  
Turkey/France/Spain

It's been a busy month, with 10 different airports and 11 railway stations leading me to six multifarious sailing yachts in four countries – the Oyster 100 *Sarfin* in the Sea of Marmara, four days drifting off St Tropez, and finally a passage from Porto Cervo to Palma in the new Vitters 42.6 metre *Sarissa*. It would be naive of me to expect any sympathy when I mention this, but the sailing hours:airport ratio was almost exactly a slightly disappointing 1:1.

Page 128, 46, 82



STEVE DAVIS US

There are always two sides to crew salaries – crew and owner. It's no surprise they each look at it differently – income and expense – one trying to earn more, the other trying to pay less. But what's surprising in this year's 2011 Salary Survey, compiled by *Dockwalk* magazine, is attitude. Crew are learning that to see the world from the deck of a luxury yacht requires a whole new approach, which in turn brings owners a new type of crew.

Page 51

## Crew are learning that to see the world from the deck of a luxury yacht requires a whole new approach

ROGER LEAN-VERCOE Monaco

I always get a sense of *déjà-vu* visiting a yacht developed from an earlier vessel I know well. This was the case with *E&E*, whose owner loved *Jasmin*, his first yacht, and was involved with *E&E* from this earlier starting point. All the owner's requirements were the same, but what a difference eight years made in interior design and equipment. *E&E* is *Jasmin*, but a magnificent modern version – and she's on steroids.

Page 116

ANDREW RICE UK

Many armchair experts said you could never have a good match-race in fast multihulls. The America's Cup World Series has since proven that to be untrue. When I interviewed Russell Coutts in Plymouth, I offered him the chance to stick up the proverbial two fingers to his many critics, but he refused to do so. In fact, he did quite the opposite...

Page 45

SUZY RAYMENT Taiwan

*Ambrosia III* is the biggest superyacht based in Asia. It was a treat to be onboard when she became the first internationally registered superyacht to visit the Penghu archipelago, off the west coast of Taiwan. Near mainland China, this pristine part of the Taiwan Strait, with 64 small islands, has not been on the tourist map. Now it has opened up to foreign visitors, and is ready for adventurous explorers.

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# eye opener

## Imperia, Italy 08.09.11

As the dawn creeps across the eastern horizon at 5.30am, the crew of the magnificent 134m yacht *Serene* ready the yacht's helicopter for flight operations. *Serene* represents a stunning synthesis of understated elegance and technological complexity – read all about her in our feature starting on page 65. The moment was captured by photographer Marc Paris.









## Fast Yacht Support

AMELS and DAMEN Shipyards have purposely designed and built SEA AXE Fast Yacht Support vessels with extraordinary finish, comfort and aesthetics.

With speeds of up to 28 knots and transatlantic range the SEA AXE is an all-weather craft. To free up costly luxury space aboard the mother ship the SEA AXE has a large capacity and is capable of carrying a helicopter, tenders, toys, fuels, consumables and waste, in addition to staff and relief personnel.

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All SEA AXE models are available with various deck and interior configurations. The range is already a proven success with two Fast Yacht Support SEA AXE 5009 delivered and two SEA AXE 6711 under construction.



SEA AXE 3707



SEA AXE 5009



SEA AXE 6711



## Wider 150 offers efficient use of fuel and space



► Italian builder Wider has revealed a fuel-efficient 45.7m motor yacht concept with a convenient, convertible design.

The Wider 150 is powered by a hybrid diesel/electric propulsion system, which allows it to reduce energy consumption when high speeds are not required. It has a range of about eight hours and 56 miles when running on the electric engines, powered by batteries only, even with all appliances in use. If diesel feeds the engine, another three speeds and ranges can be achieved. If diesel and electric are used together, the yacht can reach a top speed of more than 20 knots.

Composite construction and a semi-planing hull also minimise drag and reduce the amount of fuel needed to reach a desired speed.

A 10m tender housed in the transom has a floating launching system that allows it to power straight out of the yacht. To stop this adversely affecting outside space, the gap left by the tender becomes a saltwater swimming pool, and two wings can be opened from the side of the transom to join with the aft platform and form a spacious beach club.

CONTACT: Wider tel: +39 (0)7 2195 6077 web: [www.wider-yachts.com](http://www.wider-yachts.com)



The 74m motor yacht *Mogambo* snapped on the Kiel Canal in Germany, having left the Nobiskrug yard on her way to sea trials

## On the iPad this issue

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Close



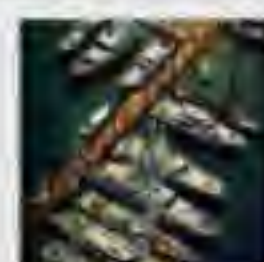
### News: Wider 150

Along with an extended new piece on [boatinternational.com](http://boatinternational.com), head to the iPad edition to see an animated video of the innovative Wider 150 concept



### World Superyacht Awards

The prestigious annual World Superyacht Awards moves to Istanbul in 2012 – our video of the 2011 awards helps explain why this is an event not to be missed



### Events: BVI regatta and rendezvous

Close to 20 yachts – both motor and sail – have already signed up for the 2012 Caribbean Superyacht Regatta & Rendezvous. Check out our video to see why...



### Les Voiles de St-Tropez

The wind may have stayed away, but the enjoyment continued regardless. We have additional images on the iPad of both the fun and the racing



### Sarissa

The brief was to build a family oriented cruising yacht for high adventure, combined with race capability – head to the iPad to see more great images



### Liberty

We have an extended image gallery of this, the first of ISA's 50m yachts, so the iPad's the place to see more of her extraordinary sea-themed interior



### Firefly

Conceived as a classically styled yacht capable of beating the Js in any conditions, this new F Class yacht is a beauty. Check out the video in our iPad edition...



### E&E

Designed as a replacement for a much-loved yacht, *E&E* takes an unusual slant on the use of interior space. Our iPad edition carries an extended gallery



### Sarafin

The first of the Oyster 100 by Dubois models is now on the water. We have an extended image gallery of this semi-custom cruiser on trials in Turkey



### Ambrosia III in Taiwan

Taiwan may not be the first place you think of for a Far East cruise – your iPad app has lots of images that show what this intriguing new destination has to offer





## Dixon 80m ketch to tempt motor owners

► Bill Dixon and Ken Freivokh have designed an 80m ketch concept calculated to attract motor yacht owners.

Bill Dixon Yacht Design, responsible for the exterior of the Mantis 80, set out to create a performance yacht with a flybridge deck integrated into the hull line. The design features clean lines and comfortable living spaces likely to appeal to those who have never considered owning a sailing yacht.

'If you take the internal volume, the deck space, the big aft space – it definitely has features that cross over,' says Dixon.

Indeed, the upper deck owners' suite features a light-filled, full-width master cabin. Above is a sky lounge, pilot house and generous deck space protected by a high bulwark. In the saloon, sections of the hull fold down to create an open lounge.

Ken Freivokh's interior style is simple and modern, featuring a staircase that plunges through all three decks. This style matches the smooth, clean lines of Dixon's exterior.

Also likely to attract non-traditional ketch owners is the fact that the design allows for time socialising on shore, as well as sailing.

'A vessel of this size needs a reasonable draught for stability, but obviously you have to be realistic with that draught, because you want to get at least close to ports,' says Dixon. 'So it's a lifting keel, but it's not lifting all the way through the interior space. It's actually going through the lower crew space; it doesn't interfere with the owners at all.'

The aluminium ketch has an 84m mast and features an owners' suite, two double guest-cabins, a guest suite and a guest twin.

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Ken Freivokh Design tel: +44 (0) 1489 580 740 email: [all@freivokh.com](mailto:all@freivokh.com) web: [www.freivokh.com](http://www.freivokh.com)

*yacht and*







## Record-breaking 100m sloop to be built

► Ed Dubois confirmed during the Monaco Yacht Show that Design 380 – a spectacular 100m sloop – is now a live project.

The explorer yacht will sport a single mast that towers 125m above the water – 35m higher than that of the iconic *Mirabella V*. The yacht's lines follow a modern theme with a straight stem and little sheer for the entire length of the hull. A large flybridge will rest atop a sleek superstructure. The yacht will offer considerable stowage space for

tenders and equipment, and the design employs a centreboard that gives a maximum draft of 12.8m.

Dubois says that the project will be managed by Klaus Allebrodt and several yards are under consideration. The yacht is to be built for an existing client and will feature an interior by Josep Juanpere Miret.

'This will demand a 30-month design programme with construction expected to commence mid-2013 with completion in 2016,' says Dubois.

CONTACT: Dubois Naval Architects tel: +44 (0) 1590 626666 email: [design@duboisdesign.com](mailto:design@duboisdesign.com) web: [www.duboisyachts.com](http://www.duboisyachts.com)

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## Big ship expertise helps create ultimate explorer

► When a serial yacht-owner drops by your stand to point out the interesting design features of your new concept, you tend to sit up and take note. So it was during the Monaco Yacht Show, as a yacht innovator – whose 1999 build *Senses* helped redefine the modern explorer yacht – dropped in at the Fraser Yachts stand and mused over the new 55m explorer concept Geo with its designer, Luca Dini.

The innovative design develops the current trend for true explorer

vessels, and approaches construction from a new angle, drawing on the shipbuilding experience of the Italian Mariotti yard.

'The market calls for large vessels built with reliability in mind, value for money and a low-profile approach, yet with extreme comfort,' says David Legrand, a broker at Fraser Yachts Monaco.

As a result, the design combines the construction and no-nonsense technical approach of a cruise ship, with the style of a superyacht, to create a vessel that owners can live aboard comfortably for long periods.

'We've been speaking about what clients are asking for with yachts around 50m,' says Dini. 'The result is a boat that has the possibility to cross the ocean without too much consumption, with the spaces to live comfortably aboard and with special attention paid to crew areas. If owners live a long time aboard they want to live in spaces like their home – something they can cross the ocean in and enjoy with their family and friends.'

In this vein all crew accommodation and services are on the lower deck, while guest accommodation is on the main deck featuring large windows. Apart from the wheelhouse and captain's cabin, the upper deck is an owner's area with its own private terrace. Above, the 22m-long flybridge is an indoor/outdoor space, with windows that recede to transform the room. 'You can use it as a sundeck, but in case of a transatlantic crossing or bad weather, you can close it,' says Dini.

The interior décor is contemporary, with oak, light-lacquered wood, and wenge furniture. But externally, Geo is tougher looking.

'The exterior style is really macho, with a vertical bow. It plays with straight and round shapes and gives a military feeling,' says Dini.

And her performance is intended to match her explorer looks. Geo will have a maximum speed of 16 knots and a cruising speed of 14 knots, with a range of 5,000 nautical miles. Her fuel capacity will be 115,000 litres and water 25,000 litres. She will accommodate 12 guests and 13 crewmembers, and is currently scheduled for delivery in 2014.



CONTACT: Mariotti tel: +39 010 24081 email: [info@mariottiyard.it](mailto:info@mariottiyard.it) web: [www.mariottiyard.it](http://www.mariottiyard.it); Luca Dini tel: +39 055 50 59379 email: [info@lucadinidesign.com](mailto:info@lucadinidesign.com) web: [www.lucadinidesign.com](http://www.lucadinidesign.com); David Legrand, Fraser Yachts Monaco tel: +377 93 100 495 email: [david.legrand@fraseryachts.com](mailto:david.legrand@fraseryachts.com) web: [www.fraseryachts.com](http://www.fraseryachts.com)



## Fashion Line offers mega yacht luxury in 40m design

► Enrico Gobbi's 40m Fashion Line design is true to its name, with chic styling and ultra-luxury features typical of a larger yacht.

The concept is the latest in the Dominator range of yachts, which are designed exclusively by Enrico Gobbi – Team for Design. Fashion Line's predecessor, the 40m Dominator *Vellmari*, was a finalist for this year's ShowBoats Design Awards in both the interior design, and the exterior design and styling categories for motor yachts.

'The inspiration at the base of this new project is the same that we had for the current line, but we have dressed it with stylish and fashionable details,' says Gobbi. 'More rectangular, edgy windows, and



the colouring – the yacht will be completely painted in a metallic silver with carbon fibre details.'

It also boasts features more usually found on larger yachts. The private sun lounge at the bow can be accessed directly from the owners' suite (on the main deck, forward). The VIP cabin, aft on the lower deck, has a fold-down platform in the bathroom, offering private access to the sea. Further up, a sky lounge can be converted into a gym or used as an extra saloon. Its extensive windows can be opened completely, creating a convertible indoor/outdoor space.

CONTACT: Team For Design by Enrico Gobbi [tel: +39 41 894 1038](tel:+39418941038) [email: t4dvenice@teamfordesign.com](mailto:t4dvenice@teamfordesign.com) [web: www.teamfordesign.com.co.uk](http://www.teamfordesign.com.co.uk)

## Arc Lite buys yard to meet hybrid demand

► Hybrid propulsion experts Arc Lite Power have bought San Diego Bay shipyard Knight & Carver, creating a one-stop shop for hybrid superyacht conversion and certification.

Arc Lite's market-leading PowerCore® hybrid systems will now be manufactured at Knight & Carver's 9,290m² indoor facility. This will enable Arc Lite – and affiliated company EnergyTech Marine – to keep up with increasing demand from owners who wish to improve their yacht's efficiency, or lessen its impact on the environment.

'As the current year winner of the IBEX Innovation Award, we have received numerous requests for proposals and contracts for PowerCore® hybrid systems on a wide variety of superyachts, commercial and military vessels,' says Marty Turock, Arc Lite Power CEO. 'We needed to expand into a facility that provides the infrastructure and the uniquely talented workforce needed to produce both marine hybrid propulsion systems and EnergyTech Marine's 83-HDX hybrid superyacht model.'

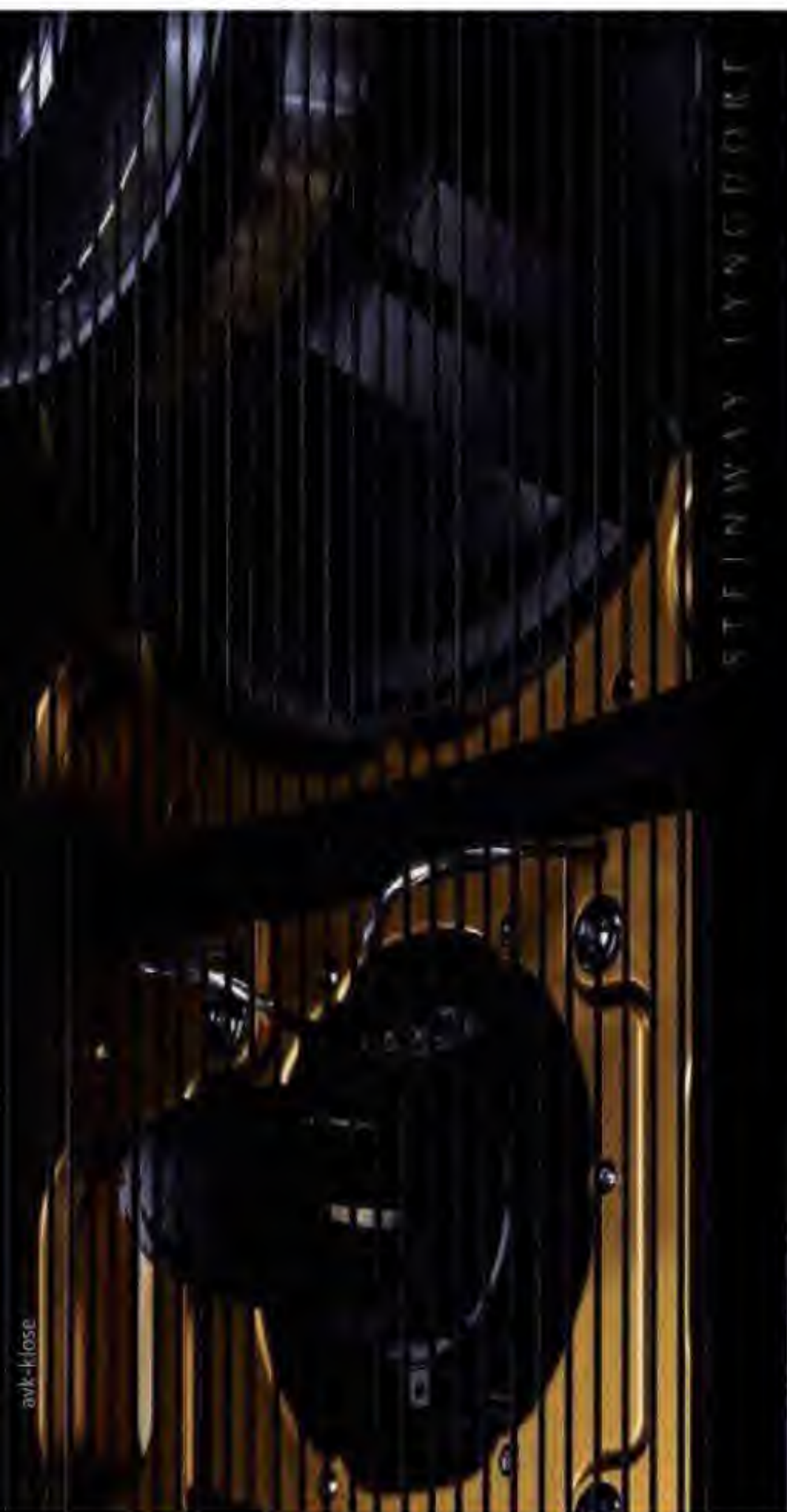


From Knight & Carver's point of view it is business as usual. 'Except we will be able to offer cutting edge, environmentally friendly and cost saving technology, enhancing our core capabilities and traditional craftsmanship offerings to our clients,' says Kate Pearson, vice president/business development at Knight & Carver Maritime Systems.

CONTACT: Kate Pearson, Knight & Carver Maritime [tel: +1 619 336 4141](tel:+16193364141) [email: kpearson@knightandcarver.com](mailto:kpearson@knightandcarver.com) [web: www.knightandcarver.com](http://www.knightandcarver.com); Marty Turock, Arc Lite Power [tel: +1 858 847 3388](tel:+18588473388) [email: mturock@arclitepower.com](mailto:mturock@arclitepower.com) [web: www.arclitepower.com](http://www.arclitepower.com)



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# Sanlorenzo expands range with 38m explorer

► Tucked away on the Sanlorenzo stand at the last of edition of the Monaco Yacht Show was an intriguing model. Rather than being an addition to one of the Italian builder's existing ranges, though, the 38m concept, dubbed the 38EXP, marked the arrival of a new line entirely.

'People want more and more to have a lot of toys, to carry a sailing dinghy for the children, and to have fun with friends,' Antonio Santella – director of the yard's Viareggio division – tells me as we look over the display model. 'The idea behind the new 38m was to explore these areas, and to try to develop a yacht that includes these characteristics.'

'We got a strong message from our customers,' adds Mario Gornati, communications manager at Sanlorenzo. 'They are not willing to spend unlimited money and are seeking smarter products. The 38EXP offers more volume on a smaller yacht, less consumption for extended use, and a viable option for those who are downsizing. It provides self-sufficiency, the ability to carry extra equipment and a wide variety of toys, superior seakeeping with reduced draught for coastal navigation, long range, fuel efficiency and the possibility for electric propulsion in the future.'

The result is an intriguing design that does not squeeze in too much, but gives appropriate space to key elements. The standard layout will offer four guest cabins on the lower deck, and one full-beam master suite on the main deck; the lower deck will also offer comfortable crew quarters, the captain getting his own cabin on the upper deck.

The aft section on the lower deck will offer a beach club with bar, sauna and dive station. The main deck aft is an informal area with shaded aft seating, while the aftermost part will make a sunning area with great views when toys are launched. The upper saloon can be opened to the



aft deck to give fresh air. 'Air-conditioning is for offices,' Santella quips.

The sundeck will carry a spa pool forward, with the aft area open to whatever a client puts up there. 'The space is enormous,' says Santella. 'It all means we can keep the characteristics of a pleasure vessel while combining them with the requirements of an explorer vessel.'

These explorer traits include a decision to manage the rpm and power of the engines to give a speed of 15 knots, while offering increased range and reduced service intervals.

'We have finished tank tests along with the technical and structural design of the vessel, and received Class approval,' Santella says.

The steel-built 38m does not have a fixed price yet, although it is likely to be under €20 million, and build time is projected to be around 28 months.











# SUPERYACHTS PARTY

The most respected reference work in the industry, *The Superyachts*, published by Boat International Media, celebrates its quarter-century in fine style. At Le Méridien Beach Plaza in Monte Carlo, 600 of the world's leading identities in the superyacht world gather for the unveiling of three special editions of this year's book. And to have a good time, of course...

At Le Méridien Beach Plaza in Monte Carlo, a distinguished guest-list of 600 VIPs gathered to celebrate the launch of the 25th volume of *The Superyachts*; the most respected reference work in the superyacht industry.

This year's very special anniversary edition deserved a very special celebration, and Boat International Media did not disappoint. The industry's leading creative talents, yacht builders and owners witnessed the unveiling of the three spectacular collector's edition covers of this year's book: *Eclipse*, the world's largest yacht; *Palladium*, an exquisite example of innovation and styling; and *Phoenix*<sup>2</sup>, a staggering feat of dramatic yacht design.

Boat International Media thanks the generous sponsors of the launch party for their support, especially our Platinum Sponsor, Merrill Lynch Wealth Management. Thank you also to Gold Sponsors Maybach and The British Virgin Islands Tourist Board and to Silver Sponsors Zorab Insurance Services, Advanced New Technologies (ANT), Summit Furniture, Jade Yachts, Van Berge Henegouwen and Ocean LED.



## BUY NOW AT:

All three collector's editions of *The Superyachts* Vol 25, 2012

are available to purchase online at [www.boatinternationalmedia.com](http://www.boatinternationalmedia.com)



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**23 METRE LINE-UP**  
We compare five new models in this key size bracket.



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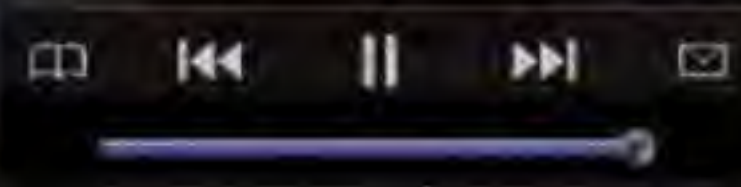
**23 Metre Line-Up**  
We compare five new models in this key size bracket.



**In The Frame**  
The superyacht designers who have taken up the brush.



**Ocean Traveller**  
15,000 mile Atlantic circuit from the Equator to the Arctic.





# World Superyacht Awards 2012

The most prestigious prize-giving in the superyacht industry moves east

► The seventh annual World Superyacht Awards will take place in the magical and ancient city of Istanbul, Turkey at the luxurious Çırağan Palace Kempinski, on 5 May 2012.

Istanbul straddles the narrow Bosphorus Strait separating Europe and Asia, and with one foot in each continent, embodies the best of both cultures. A city variously called Byzantium, Constantinople and finally Istanbul, it has been the capital of three empires, each leaving a heritage of architecture, places of worship and monuments.

Once an Ottoman palace, the Çırağan Palace Kempinski is located on the European shores of the Bosphorus, with spectacular views over the Strait. A five-star resort, it is the first Turkish member of The Leading Hotels of the World consortium. Its 313 luxurious rooms include 20 suites in the hotel and 11 suites in the historical palace.

## Accommodation

The Kempinski name is borne by a growing collection of distinguished properties around the world. As Europe's oldest luxury hotel group, Kempinski aims to provide guests with memorable experiences inspired by European flair.

Special rates of accommodation at the Çırağan Palace Kempinski are exclusively available to those guests attending the World Superyacht Awards:

**Park View Room – €475 per night**

**Superior Bosphorus View – €605 per night**

Please go to the event website at the bottom of this page to make your reservations online, or contact:

**Haydar Celayir**

**Convention services manager**

**Tel: +90 212 326 4646 | Email: haydar.celayir@kempinski.com**

## Table applications now open

We look forward to welcoming a distinguished guest-list of the world's leading industry professionals and superyacht owners to the prize-giving in May 2012.

Make your table application before 31 December 2011 and save up to €1,200 on the cost of your booking. All applications are subject to approval and priority will be given to superyacht owners and the teams involved with the finalist yachts.

## Nominations

There is still time for you to make your nominations for the 2012 awards. Submissions have already been received for a number of notable yachts delivered to their owners this year, including the 70.54 metre *Talisman C*, built by Proteksan Turquoise, Feadship's 63 metre *Lady Britt*, the 50 metre *Satori* by Heesen Yachts and the 44.2 metre Pendennis-built *Hemisphere*.

To qualify, yachts must be over 30 metres in length and must have been delivered to their owners between 1 January 2011 and 31 December 2011. Nominations close on 31 December 2011.



To apply for a table, make your nominations and for sponsorship opportunities, please visit: [www.worldsuperyachtawards.com](http://www.worldsuperyachtawards.com)









# Yachts head back to the BVIs for 2012...

British Virgin Islands, 14-17 March 2012

► The Caribbean Superyacht Regatta & Rendezvous will bring together sail and motor yachts during a four-day event for owners, their families and friends. Boat International Media and Yacht Club Costa Smeralda (YCCS) are partnering once again for the second edition of this event, based at the new YCCS Virgin Gorda Superyacht Marina and Yacht Club in North Sound. Developed by Victor International to the highest standards of design and construction, the Yacht Club is linked to the new Oil Nut Bay Luxury Resort Community and Beach Club, as well as Biras Creek Resort, a Relais & Chateau property. Known by many as the 'yachting capital of the Caribbean', the BVI are the perfect setting for this unique gathering of some of the world's largest, loveliest, fastest and record-breaking sailing superyachts and an equally stellar collection of motor yachts.

Sailing yacht owners will experience three days of racing in the prime sailing conditions of the BVI, expertly organised by the international race committee of the Yacht Club Costa Smeralda under the IRC rating system. There will be a fleet start for the racing division and a pursuit start for the cruising division. Divisions and classes may be adapted to accommodate the diversity of the fleet.

Motor yacht owners are invited to follow the racing and enjoy the spectacle of the sailing fleet. A daytime programme encouraging

'At the Yacht Club Costa Smeralda we cannot wait to see these stunning yachts line up along our marina and to show off our beautiful new clubhouse in Virgin Gorda to all the owners and crew'

RICCARDO BONAEDO  
Commodore of Yacht Club Costa Smeralda

owners and guests to use their yachts and toys for on-the-water fun includes a wide range of activities; a cruise in company, a tender-based treasure hunt around North Sound, chef and cocktail competitions along with water sports and family entertainment.

Each day as the sun sets over Virgin Gorda, all guests of the Caribbean Superyacht Regatta & Rendezvous will come together to enjoy the first-class evening programme for which Boat International Media is renowned. Families are encouraged to attend and a range of exciting children's activities will be offered.

The Caribbean Superyacht Regatta & Rendezvous will kick off in true yachting tradition with a welcome cocktail and yacht hop. In the nights to follow, guests will attend elegant cocktail receptions, an exclusive gala dinner at the YCCS, and a beach party finale extravaganza with an array of entertainment.

CONTACT: **web:** [www.superyachtregattaandrendezvous.com](http://www.superyachtregattaandrendezvous.com)

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## Registration

The Caribbean Superyacht Regatta & Rendezvous welcomes sailing and motor yachts with a length overall of 80 feet or above and catamarans with a length overall of over 60 feet.

Yachts that have already registered interest in attending the 2012 event include:

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*Ranger* 136ft Danish Yacht  
*Ravenous II* 82ft Oyster Marine  
*Salperton* 174ft Fitzroy Yachts  
*Saudade* 148ft Wally Yachts  
*Twizzle* 189ft Royal Huisman  
*Unfurled* 112ft Royal Huisman  
*Zefira* 163ft Fitzroy Yachts

### MOTOR YACHTS

*Chanticleer* 110ft Burger  
*Marama* 124ft Delta  
*Migration* 86ft Hatteras  
*Resolute* 130ft Westport  
*Stellar* 130ft Westport



"Victor International is thrilled to again partner with Boat International Media and Yacht Club Costa Smeralda to bring another Superyacht Regatta & Rendezvous to beautiful Virgin Gorda, British Virgin Islands. Four days of fun and friends"

DAVID V JOHNSON  
 Owner of MY *Resolute* and founder of Oil Nut Bay



## EVENT PROGRAMME

### WEDNESDAY 14 MARCH

- 09:00 Welcome and registration
- 11:00 Practice day for sailing yachts
- 12:00 Lunch at Oil Nut Bay
- 16:00 Motor and sailing yacht captains' briefings
- 18:00 Welcome Caribbean party and cocktail competition

### THURSDAY 15 MARCH

- 10:00 Tender treasure hunt for motor yacht guests
- 11:00 Sailing yachts race day one
- 12:00 Beach day and lunch at Oil Nut Bay
- 19:30 Owners' dinner at YCCS clubhouse
- 20:00 Crew party

### FRIDAY 16 MARCH

- 10:00 Cruise in company for motor yachts
- 11:00 Sailing yachts race day two
- 19:30 Beach party extravaganza at Oil Nut Bay
- 20:00 Crew party

### SATURDAY 17 MARCH

- 10:00 Motor yacht cruise to follow the racing
- 11:00 Sailing yachts race day three
- 16:30 Farewell cocktails and prize-giving at YCCS

NB programme subject to change







# Asia's premier event for superyachts

► The prestigious Asia Superyacht Rendezvous will once again attract some of the world's most magnificent sail and motor superyachts to Phuket between December 16 and 18.

Now into its 11th year, organiser Captain Charles Dwyer of SY *Yanneke Too*, confirmed the agenda is about meeting up and having fun: 'The Rendezvous is a social event. You'll see people you haven't seen in a couple of years, and it's not just owners meeting other owners; crews of different yachts get together, too. It's not about winning races.'

The event kicks off with an opening cocktail party aboard one of the participating superyachts. The spectacular on-water events will feature the impressive sailing vessels, led in formation by SY *Perseus*, accompanied by motor superyachts departing from Pansea Bay and on courses set according to bay conditions.

A packed social programme includes the vastly popular 'Challenge' model boat race and cocktail party and, new this year, the inaugural 'Rendezvous Booty', a treasure hunt involving crew and guests.

On the final evening, owners and captains will come together at the Boat International Media Gala Dinner, held in the spectacular setting of The Surin Phuket. A lavish buffet of fresh Andaman seafood with specialties from East and West, Champagne and wines, complemented by live music and dancing, will draw the event to a close. Many owners will stay on in the region for extended holiday season cruising.

Yachts expressing interest in attending include: motor yachts *Onyx*, *Lady Arraya*, *Samax*, *Maverick*, *Carvalinio*, *Calisto*, *Vie Sans Soucis* and *Sensation*; and sailing yachts *Asia*, *Adele*, *Ghost*, *Vertigo* and *Juliet*. There is still time to register to participate in the 2011 event.

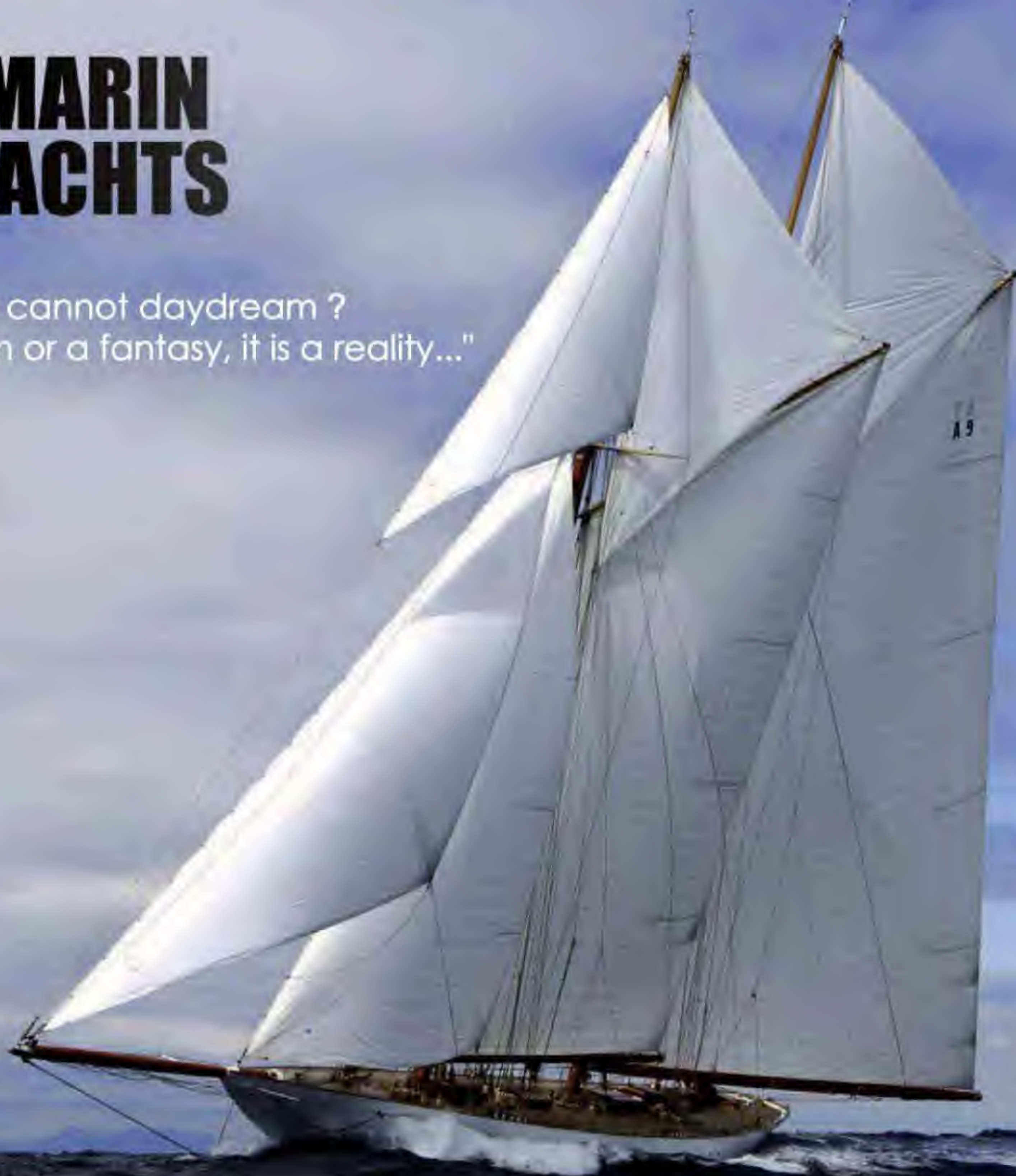






# MARIN YACHTS

" Who said you cannot daydream ?  
It is not a dream or a fantasy, it is a reality..."



\*Photograph by ConceptWorks\*

41m schooner.  
Delivered 2009

47m schooner replica.  
Delivered 2011

45m motor yacht.  
Delivered 2011

40m motor yacht.  
To be delivered 2012

59m motor yacht.  
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# AUDI HAMILTON ISLAND RACE WEEK 2011

FAMOUS NAMES AND  
FABULOUS SUPERYACHTS  
HELP MAKE THIS YEAR'S  
RACE WEEK THE MOST  
SPECTACULAR EVER

What started as a casual conversation during the Loro Piana Superyacht Regatta in Porto Cervo in June, came to a most impressive conclusion: little more than two months later and half a world away, Jack Setton swept into the midst of the Audi Hamilton Island Race Week in Australia, aboard his 32 metre sailing catamaran, *Swift*.

Setton had been dining with the owner of Hamilton Island, Bob Oatley and his wife Val, at the Loro Piana Owners' Dinner at the Yacht Club Costa Smeralda, when it was suggested he might like to visit the island and Race Week during an upcoming cruise from France into the Pacific. Jack thought it was a good idea, so that is what he and his partner, Asmaa Khamlichi, did – *Swift* blasted across the Atlantic, made whistle stops in the Pacific and arrived at this year's regatta with the couple aboard.

On arrival *Swift* – formerly the Jules Verne round the world record-holder *Gitana 13* – took up pride of place at anchor just off Hamilton Island's luxury retreat, Qualia. Nearby was the Abeking & Rasmussen-built 60 metre triple-decker *Elandess*, the 40 metre Dubois-designed sloop *Janice of Wyoming*, and the 36 metre, locally based motor yacht *Achilles*.

These superyachts, plus 195 racing yachts ranging from small cruisers to record-breaking super Maxis, formed the on-water backdrop for what was the most successful and satisfying Hamilton Island Race Week in its 28-year history. This proved to be the year that Race Week was at its most spectacular, simply because of the presence of the oldest trophy in the history of sport, the America's Cup, along with such AC notables as Cup-holding skipper Jimmy Spithill; Iain Murray; 30-year ►







On the water, crews battle not just each other, but the unpredictable winds, among the beautiful tropical Whitsunday Islands, at Audi Hamilton Island Race Week







America's Cup-winning skipper James Spithill with Iain Murray and the 'Auld Mug', standing next to a proud Bob Oatley (at far right), Hamilton Island owner and organiser of an action-packed Race Week, where 195 yachts took part



Cup veteran Tom Ehman, and the defending team's design coordinator, Ian 'Fresh' Burns.

However, while the 'Auld Mug' and its associated luminaries created a high point for the week, it was the unique formula that clearly set this event apart from others. In recent years the Oatley family has worked hard to introduce a special onshore social programme to run parallel with the exciting sailing around the tropical islands that make up the Whitsunday group – and this year it really, really worked.

There were the stars, such as Australian actress Naomi Watts, who were there to enjoy the social pleasures. These included fashion parades, in which prominent designers launched their new-season ranges; exclusive lunches in the elegant surroundings of Qualia's Long Pavilion, where the panoramic views of the islands and waters are breathtaking; the Australian launch of Moët & Chandon Ice Impérial Champagne, and dinners hosted by two of Australia's premier chefs, Luke Mangan and Shannon Bennett. In fact, there wasn't a day or night where those not sailing weren't entertained or hosted at



the highest possible level. At the same time, sailors not wishing to be part of this level of social activity were well catered for, with food, fun and live entertainment along Hamilton Harbour's Front Street.

Having absorbed every aspect of Audi Hamilton Island Race Week, Tom Ehman, who is the vice commodore of San Francisco's Golden Gate Yacht Club (the defender of the America's Cup), summed it up perfectly: 'Hamilton Island Race Week is the best-kept secret in the world of yachting. The organisers of any major race week should look at how Hamilton Island makes this more than a sailing event: it's also a social and cultural happening. Through resources, imagination and hard work it has really come into its own.'

Plans are already under way to take Audi Hamilton Island Race Week 2012 to even greater heights of sailing and social satisfaction, and no doubt more superyachts will be part of that scene. The dates are set: 17-25 August 2012.



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36.40 m NOMADE



Photo credit Marc Paris



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## Ellison is investing in filming, and as its fast multihulls woo viewers, the America's Cup shows it's ready for its close up

The word is that Larry Ellison is pumping nearly \$300 million into live television coverage of the America's Cup, with the vision of giving at-home spectators a new quality of experience. Last month I enthused about the 'crash and burn' of the America's Cup World Series regatta on windy Plymouth Sound in front of thousands of spectators. The live TV coverage from multi-angles – from the water, from the air, the land and the on-board cameras – was breathtakingly exciting.

A number of non-sailing friends who happened to catch a glimpse of the coverage on one of ITV's terrestrial TV channels in the UK said they couldn't stop watching. It was jaw-dropping, compelling stuff. But will they make a note of when America's Cup-style racing is next on the television? I think we're some way off that yet.

Ellison's decision to 'pump prime' the live TV coverage with such a large cash injection is very generous. But even Larry, huge sailing enthusiast that he is, is not going to continue to pour Oracle's millions into this grand experiment forever. At some point the sponsorship needs to kick in and the America's Cup World Series must start washing its own face commercially.

With no end in sight for the recession that engulfed the western world three years ago, the sponsorship dollar has never been more elusive. Ellison and his main man Russell Coutts could not have picked a tougher time in the past 80 years to try and get their grand vision off the ground. It would be a terrible shame for Oracle Racing's brave experiment to fail due to bad timing.

There are still plenty of America's Cup traditionalists waiting to say, 'I told you so!' to the current holders of the Cup, and perhaps they will have their day. But there are a few things that have changed for good. For a start, the long-held belief that you can only have a decent match race in slow keelboats. Already, after just Cascais and Plymouth, that myth has been blown out of the water.

On this point, I offered Coutts the opportunity to stick two fingers up to his critics when I interviewed him in Plymouth. But he was too humble, too canny, or both, to take my bait. 'I can understand that [point of view] because when the idea first started getting discussed, I didn't think multihulls would be that good for match racing until we tried them. And then we said, "Actually they're pretty good!" I think a lot of us monohull sailors had these fixed ideas about multihulls that frankly were incorrect. A lot of good sailors have actually rung me up and said, "Hey, I didn't support this to start with but now I'm converted."'

I haven't done the hard analysis, but I'd wager that we witnessed more lead changes during one week of racing in Plymouth than we did in three months of competition in Valencia 2007. We had to wade through match after match of predictable outcomes before a thrilling showdown between Alinghi and Emirates Team New Zealand in the America's Cup Match itself. In this new world of high-speed multihull racing, unpredictability is always present and as we saw in Plymouth, chaos is often not far round the corner. Cup racing has for the most part of its history been boring and predictable. Whatever charges can be laid against Ellison and Coutts, boring and predictable are not among them.





# Les Voiles de SAINT-TROPEZ

words: Nigel Sharp  
photography: Nigel Sharp; Kos Pictures;  
Gilles Foucras; Carlo Borlenghi/Rolux



LIGHT AIRS MAY HAVE HAMPERED RACING AT THIS YEAR'S EVENT, BUT THE CREWS STILL MANAGED TO FIND WAYS TO PASS THE TIME...

It is Tuesday of Les Voiles de St-Tropez. The crowds gathering at the quayside are taking endless photos of their companions with extraordinary yachts as a backdrop. Some choose the ultra-modern Wallys and others the contrasting classics nearby. The crews are busy loading stores for the day, drying the brightwork, polishing bronze, and loading and discarding sails as dictated by the expected breeze. All are hoping for more than yesterday, when none of the 'modern' classes finished their race.

But it is to be no better today. On board the new F Class yacht *Firefly*, we sail for 10 minutes when an encouraging light breeze appears during the four hours of drifting and motoring between the scheduled start time and official cancellation. The crew entertain themselves with

an activity that should probably be called 'schwinging'. It was started by Freddie 'the Eagle' Bloemsmas (as christened by *Firefly's* owner) and continued by others, who launch themselves from the stern at the end of a halyard in an attempt to land gently at the bow without injury. Some of the crew need more practice.

Wednesday brings more disappointment for the modern boats, but aboard the Turkish motor sailer *Infinity*, we are able to follow some sedate racing in the classic fleets. More importantly, I can enjoy the delights of this Turkish-built yacht – but more on that in the next issue...

Thursday is officially a lay day, but there is the chance for match race challenges. I am on board *Elena* – the replica of the magnificent 1911 Herreshoff schooner – due to match race *Shamrock V*, the 1930 Nicholson J. The








The crew launch themselves from the stern at the end of a halyard in an attempt to land gently at the bow without injury



reason is that the two are chartered for the week by associate companies, rather than any expectation they would be evenly matched. *Shamrock's* Bermudan rig should triumph unless there is a lot of windy reaching. My sense of history takes me back to a previous contest between these two great designers – the 1920 America's Cup, which marked the last of Herreshoff's six successful defences and the first of Nicholson's four failed challenges.

But again the wind lets us down and we motor to Club 55 so the charter guests can have lunch. This gives *Elena's* crew the opportunity to try their own form of swinging: launching themselves from the bowsprit while relying on a fellow crewmember's fast action on the hydraulic halyard winch to keep them out of the water as they pass midships. There is some satisfaction when a very light breeze does at least put shape in the vast mainsail.

Friday, and I am aboard the new Fairlie 55 and, at last, there is just enough breeze to start a race... 





words: Nigel Sharp  
photography:  
Courtesy of Fairlie



## AT THE END OF A WINDLESS VOILES DE SAINT-TROPEZ, NIGEL SHARP JOINS THE BEAUTIFULLY BUILT FAIRLIE 55

On my last day in Saint-Tropez I'm on board *Fairlie*, the 16.5 metre 'modern classic', and the first of a range of new boats from Fairlie Yachts, which has long been known for its restoration work.

Once again we spend several hours waiting for wind, but this gives me an opportunity to talk to Paul Spooner, Fairlie's in-house naval architect. Above the waterline *Fairlie* has a traditional look with her long overhangs and graceful sheer, but this hides a thoroughly modern hull – she has a canoe under-body with a fin and bulb keel. Moreover, she has carbon spars, while her hull construction is timber and epoxy.

The interior layout includes two double cabins and two heads with traditional style dark-stained mahogany joinery. She is less spacious than many boats of a similar length but as Spooner points out, 'I designed her with a priority towards performance and styling.' The quality of finish is excellent throughout.

Spooner tells me about one of *Fairlie's* early Solent sailing trials in an enviable 22 knots of breeze. 'We were doing 10 knots off the wind and eight knots up-wind and she was perfectly balanced,' he says.

At last prayers are answered and there is just enough wind for racing. As we sail up the beat, *Fairlie* seems to have a fast, lively performance, although it's difficult to assess in the short chop and regular wind shadow of other boats. In fact, as we approach the windward mark, it is impossible to safely round it, as we are overwhelmed by the bigger boats that started after us, so we retire.

'It's so frustrating that we haven't really been able to sail this week, because I don't think people will believe how quick a boat she is,' Spooner says, as we motor home. 'People look at her and see the traditional style

and probably think it's a traditional performance, but it absolutely is not.'

We also talk about the other boats in the new Fairlie range, which includes one of 20 metres that is another new design; one of 23 and another of 33.5 metres, both of which are existing Fife designs above the waterline, with modern underwater lines. We look forward to seeing them sailing one day at a (windier) Voiles de Saint-Tropez...







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Photo by Scott M. Leen





# THE VALUE OF CREW

HOW MUCH DO YOU HAVE TO PAY TO SEE THE SAME FACES ON BOARD? A SURVEY REVEALS EXPECTATIONS HAVE CHANGED WITH THE ECONOMY

An owner's most valuable amenity on board can also be the least reliable – a great crew. Due to tight accommodation, close-quarters living that mixes many different personalities and busy programmes that don't offer much or any time off, crew are notorious for jumping ship. And because of a lack of regulation, yachting has attracted its share of 'backpacker' types, those looking for casual work to travel the world. All of which means owners have tended to pay top dollar for a constantly rotating, sometimes unqualified workforce.

But this has been changing. In 2008, when the world economy froze, yacht owners cut back and crew were awakened to the reality that starting salaries were dropping and yearly raises and bonuses were disappearing. More and more boats were kept at the dock or put up for sale. Suddenly there was an abundance of experienced

crew; jobs weren't so easily found. Breaking into yachting as a crewmember was even more difficult.

'The easiest cutback was to pull back. Owners decided they weren't going to use the boat; they weren't going to pay for fuel and would only keep skeleton crew,' says Sue Price of Crew Unlimited in Fort Lauderdale, Florida. 'Everybody in this industry forgets, it's *our* whole life, but it's the owner's toy.'

A new reality was setting in. It was time to get serious. Crew had to brush up their skills and improve their certifications to keep their job or to bump their CVs to the top of the pile. They were quickly learning that those skills reflected the salary they would earn. In a manner of speaking, crew were starting to grow up. The industry was becoming a real business. So where does that leave owners in 2011?

words:  
Steve Davis  
photography:  
Jeff Brown/Super-  
yacht Media; Marc  
Paris; Nigel Sharp



In a tougher job market, owners want crew who are more sophisticated and can offer better than the basic skills



## Growing professionalism

Over the last three years, crew have been evolving into a more professional group. Many crew now pay for an education before stepping foot on the dock. They need a STCW 95 certificate (basic safety training), at a cost of nearly \$1,000, while other courses make them more marketable. 'Fewer people treat the industry as merely a summer job,' says Debbie Blazy of Camper & Nicholsons in Antibes, France. 'It is regarded as a career.'

This bodes well for owners, who appear to be firing up their boats again after making it through the tough last few years. Even though new-build numbers have dropped by about half, larger, more sophisticated yachts are on the scene. Along with new technology, green initiatives and creative designs, crew are also more sophisticated.

The job market is tough and people know they have to be able to do more than mix a drink or polish the brass. An ability to learn and offer diverse skills makes them a more valuable commodity to the captain and the owner.

Though crew are more professional, salaries have barely moved. 'We're seeing entry-level salaries, where the most competition is, go down. Salaries for those with three to five years-plus experience are going up because the crew have proven they can do the job well; then we're seeing the top-end salaries really climb,' says Rupert Connor of Luxury Yacht Group, who adds that everyone with the same job title doesn't deserve the same pay.

Quality stewards and stewardesses, chefs and engineers are still in short supply, while there are plenty of deckhands. Captains also find themselves available. 'Captains have been affected more than anyone. There has been a much lower turnover, therefore fewer openings,' says Duncan Bray of Northrop & Johnson.

Unfortunately, there are still leftover attitudes from crew who believe they are entitled to certain benefits and have high salary expectations.

'We have noticed quite a few crew coming into the industry with high expectations on salary, which sometimes aren't realistic,' says Erica Lay of YCO Crew in Palma. A deckhand with a year or two of experience at €4,000 per month might have difficulty attaining a position that meets his expectations. This year's across-the-board average for those earning euros is €2,475 (the range being €1,500 to €4,100). Some will compromise, as seen in the lower end of the deckhand salary range.

'Because there are so many entry-level crewmembers, employers feel they can get away with offering less than before,' says Louisa Gallimore of Bluewater Crew in Antibes. 'New crew are desperate to get that crucial first season. They accept a lesser salary.'

## Beyond salaries

Benefits, such as insurance, vacation, paid flights and time off, can add substantially to a crewmember's compensation. While the salaries in the annual crew survey do not include the value of benefits, some noted in their responses that benefits included a car or a condo, and some received a bonus after 13 months or were paid a day rate above their salary when out on charter.

Crew agencies tend to agree education and training are benefits that should come after crewmembers have been on board for a certain period and loyalty is established. Instead of contributing finances for training, many yachts allow the extra time off, agents noted.

Crew rotation is still a hot trend. It's generally accepted for engineers but, Blazy says, 'Owners like to see the same faces on board and that continuity.' He notes that otherwise it can increase the financial burden on the owner and doesn't build longevity. ▶





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## Keeping your crew

It's said attrition rate among crew is about 80 per cent. If someone walks off the dock today, the chances are they won't be in the business a year from now. '[Longevity] is a preferred trait on a CV,' Blazy says. 'Those starting out move around as they establish their goals.'

But as Gallimore points out: 'So many yachts at the moment are only offering seasonal positions.'

It may be for that particular reason that YCO's Lay has noticed a trend. 'Senior crew have moved around more this year than last.' On the other hand, Connor of Luxury Yacht Group says, 'There are a lot of experienced crew now who can't just name their price and jump to another boat. There's not an unlimited supply of jobs. The people

who are good are not leaving, and if you have an owner who gets the team he likes, he's not letting them leave.'

## The big picture

The industry is still feeling the effect of 2008's economic downturn, but yachting is making a comeback. 'Boats are selling and owners are using the boats again,' says Price. Lay adds, 'Salaries appear to be getting back to "normal", if such a thing exists in yachting. Owners are paying more for better-qualified crew.'

Yachting is evolving from the 'cottage industry' of the past to a legitimate business. Crew agreements are a weak link, but crew are learning that to do well, they need to identify their abilities, understand the owner's ►



## Annual crew salaries 2011

### MONTHLY SALARIES IN DOLLARS

Position	80-100ft	100-120ft	120-140ft	140-160ft	160-180ft	180+ft
<b>Captain</b>						
agency range	6100-7000	8,000-9,750	9,500-10,400	10,000-12,400	13,000-14,500	15,500+
poll average	7,230	9,030	10,330	12,675	15,230	19,660
poll range	4,000-10,700	4,500-18,000	5,000-15,000	7,000-18,700	10,000-25,500	13,000-28,000
<b>First Officer/Mate</b>						
agency range	3,500-4,000	4,200-5,000	5,200-5,700	5,900-6,600	7,000-8,000	8,000+
poll average	3,960	4,255	5,060	5,800	6,460	8,035
poll range	3,200-5,355	3,000-6,500	3,500-6,500	4,500-7,500	5,500-7,210	4,500-10,300
<b>Bosun</b>						
agency range	3,000-3,300	3,600-3,900	4,100-4,500	4,250-4,500	4,450-4,750	5,000+
poll average		4,000	3,020	4,075	4,830	5,500
poll range		(1 response)	2,000-3,750*	3,000-4,500	4,000-5,500	4,000-7,200
<b>Deckhand</b>						
agency range	2,300-2,500	2,750-3,000	2,750-3,000	2,800-3,100	2,850-3,200	2,850-3,250
poll average	3,320	3,075	2,900	3,275	3,225	3,160
poll range	3,000-4,160*	2,000-3,800*	2,000-4,500	2,800-4,000	2,500-4,500	2,300-4,200
<b>Chief Engineer</b>						
agency range	4,500-6,400	6,200-7,400	7,400-8,100	8,250-8,500	9,250-10,400	11,400+
poll average		6,000	7,520	9,570	9,710	13,740
poll range		5,000-7,000	5,000-11,000	6,800-15,400	5,000-15,500	8,300-18,000
<b>Second Engineer</b>						
agency range		4,500-5,000	5,500-6,250	6,500-7,000	7,000-7,500	8,500-8,600
poll average		4,125	6,610	7,200	4,885	6,125
poll range		3,000-5,500*	4,000-8,700	4,200-10,000	3,500-7,000	3,500-9,000
<b>Chief Steward/ess</b>						
agency range	3,000-3,950	4050-4,550	4,950-5,350	5,700-6,200	5,500-6,700	7,000+
poll average	4,910	5,345	5,185	5,700	6,700	6,530
poll range	4,000-7,100	3,750-10,000	3,800-7,500	3,000-8,000	4,100-10,000	4,170-8,500
<b>Second Steward/ess</b>						
agency range	2,450-2,800	3,100-3,300	3,450-3,800	3,600-3,950	3,900-4,200	4,200-4,800
poll average	3,745	2,750	4,000	3,320	3,720	4,400
poll range	(1 response)	(2 responses)	3,300-5,500	2,500-4,000	3,333-4,100	3,500-6,800
<b>Steward/ess</b>						
agency range	2,500-2,900	2750-3,000	2,900-3,200	3,000-3,250	3,050-3,350	3,200-3,600
poll average	3,160	3,070	3,170	3,685	4,135	3,040
poll range	,500-4,356	2,100-3,500	2,000-4,525	2,900-6,000	3,000-5,500	2,200-3,800
<b>Chef</b>						
agency range	4,050-4,600	4,900-5,500	5,900-6,550	6,900-7,550	7,800-7,900	8,500+
poll average	5,240	4,860	5,930	6,950	6,840	8,750
poll range	3,500-9,000	3,160-7,000	4,000-8,500	3,500-12,750	5,000-8,000*	6,000-13,000
<b>Sous Chef</b>						
agency range	3,050-3,500	3,000-3,500	3,700-4,100	4,100-4,600	4,800-5,300	5,150+
poll average					4,500	5,500
poll range					(1 response)	4,500-6,000

Source: DOCKWALK





perspective and look beyond their department to recognise how it blends with and affects the entire vessel.

New crew should research what they're getting into – and seasoned crew keep their expectations in check. When owners, management companies, captains and crew all do their part, everyone gets what they need.

### About the tables

*Boat International's* sister publication for captains and crew, *Dockwalk*, conducts an annual crew salary survey. In its most extensive poll to date, 15 crew placement agencies provided the salary range for crew they have placed, and more than 1,500 captains and crew shared their salaries online at Dockwalk.com.

The agency range shows the average lows and highs of all ranges provided by agencies – eight participated in the US dollar survey, and seven in the euro survey. Below are the online poll results from individual working captains and crew; the 'poll range' shows the lowest and highest of all the responses, the 'poll average' is calculated from all responses. Approximately 780 captain/crew salaries are represented in the dollar table and 720 in the Euro table.

Not all positions with corresponding boat sizes had enough responses to be significant; those are marked with an asterisk if fewer than five crew responded in that size range for that position. Others also had only one or two responses, also marked. The tables also do not take into consideration years of experience.



## Annual crew salaries 2011

MONTHLY SALARIES IN EUROS							
Position	30-35m	35-40m	40-45m	45-50m	50-55m	55-60m	60+m
<b>Captain</b>							
agency range		5,000- 7,000	7,100-8,500	8,250- 10,000	9,400-11,500	10,500-11,700	12,000+
poll average	6,200	7,200	9,495	9,210	11,090	11,300	13,750
poll range	2,500-9,000	5,000-10,000	8,200-12,000	7,500-12,000	8,000-14,500	10,000-14,000*	9,000-19,000
<b>First Officer/Mate</b>							
agency range		3,000-3,600	3,400-4,700	4,500-5,200	5,200-6,000	6,000-6,600	6,600-7,000
poll average	3,150	4,500	4,300	4,330	5,170	6,260	6,720
poll range	2,800-3,500	3,250-7,000	3,000-5,500	2,800-7,000	3,500-6,000	4,500-7,000	4,500-11,000
<b>Bosun</b>							
agency range		2,500-3,500	2,500-3,300	3,300-4,000	3,900-4,500	4,200-4,600	4,500-5,000
poll average			3,670	3,570	3,570	4,100	3,820
poll range		(no response)	3,500-4,000*	3,000-4,500*	3,500-3,700*	(2 responses)	2,700-5,000
<b>Deckhand</b>							
agency range		2,000-2,300	2,100-2,300	2,350-2,550	2,325-2,600	2,400-2,600	2,400-3,000
poll average	2,360	2,740	2,375	2,300	2,645	2,410	2,485
poll range	1,500-3,000	2,000-3,500	2,000-3,000	2,000-2,600	1,800-3,500	2,100-3,000	1,800-4,100
<b>Chief Engineer</b>							
agency range		4,500-5,100	4,900-5,900	6,250-6,500	6,800-7,500	7,800	8,500
poll average	5,000	4,550	6,350	8,425	7,925	11,825	10,600
poll range	(2 responses)	3,200-5,500*	5,000-9,000	6,500-11,900	5,600-12,300	7,500-14,000*	6,200-15,330
<b>Second Engineer</b>							
agency range		3,750	3,800-4,500	4,500-5,200	4,800-5,500	5,000-5,100	5,700-6,100
poll average	4,100	5,500	5,330		4,035	5,230	5,370
poll range	3,000-6,300*	5,000-6,500*	4,000-7,000*	(no response)	3,500-5,000	3,200-6,500*	2,500-7,500
<b>Chief Steward/ess</b>							
agency range		3,000-3,600	3,800-4,200	4,300-4,800	4,600-5,200	5,000-5,500	5,500-6,000
poll average	3,170	3,400	4,010	4,670	4,990	5,750	5,600
poll range	2,400-5,200	2,500-4,000	2,500-4,500	4,000-5,500	4,000-6,500	(1 response)	4,500-8,000
<b>Second Steward/ess</b>							
agency range		2,500-3,000	2,800-3,300	3,200-3,500	3,600-3,800	3,600-3,800	3,800-4,500
poll average	2,100	2,520	2,720	3,750	3,250	3,000	3,800
poll range	(2 responses)	2,000-2,800	2,500-3,000	(2 responses)	2,700-3,800*	(2 responses)	2,800-6,000
<b>Steward/ess</b>							
agency range		2,000-2,500	2,250-2,500	2,250-2,500	2,400-2,650	2,400-2,650	2,400-2,800
poll average	2,485	2,250	2,380	2,365	2,700	2,525	2,675
poll range	2,000-3,000	(2 responses)	2,000-2,500	1,500-3,500	2,500-3,000*	2,200-3,000*	1,800-3,500
<b>Chef</b>							
agency range		3,600-4,100	4,200-4,900	4,700-5,050	5,000-5,700	5,600-6,050	6,050
poll average	3,860	4,280	4,710	5,260	5,150	4,000	5,320
poll range	3,000-5,500	2,750-5,500	3,000-6,500	4,500-6,000	3,800-6,750	(1 response)	3,000-9,000
<b>Sous Chef</b>							
agency range		N/A	N/A	3,000-3,400	3,300-3,750	3,750-4,100	4,150-4,500
poll average					3,150		3,640
poll range				(no response)	(2 responses)	(no response)	2,000-5,000

Source: DOCKWALK



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# Designs for life

words: Caroline White

photography: Courtesy of Hoek Design/courtesy of Nauta yachts

## FOLLOWING IN THE FOOTSTEPS OF PIONEER JON BANNENBERG, THE 1980S GENERATION OF TALENT SET THE STANDARD FOR BESPOKE SUPERYACHT DESIGN

A quarter of a century ago the superyacht industry exploded, igniting some of the brightest sparks in the industry. In the early to mid 1980s big yacht building grew and solidified into a serious, self-contained industry that required designers, and in 1986 Hoek Design, Nauta Yachts, Andrew Winch Designs (featured in the last issue of this magazine) and Bill Dixon Design, all entered the breach. The influence of these leading design teams has – quite literally – shaped the modern superyacht, in all its variations.

‘What surprised me is in all those years since there have not been that many new design offices,’ says Andre Hoek, founder of Hoek Design. ‘It’s not an easy market [in which]

to design and build a business like this; you have to be passionate about yachting, focused and a little lucky.’

Indeed, Hoek’s background describes a determination to work in yacht design, even when it was not an easy path. After a naval architecture degree in Holland and an apprenticeship at C&C yachts in Canada, Hoek was unable to find work at a design studio. So he took a job as a salvage engineer at a Dutch company, where he supervised the enormous submersible ships that carry offshore drilling platforms. In its own way the job was excellent training for a superyacht designer, with an abundance of engineering, stability and organisational work.

‘During those years I was also always involved in yacht design, but not on a professional basis – I did it more as a hobby for clients who were friends and family. I was optimising a racing class of leeboard yachts that are popular in Holland, yachts I raced myself for a very long time. We optimised sailplans, stability, performance, foilshapes in leeboards and more, and later on designed new yachts in this style. Through the past 25 years more than 300 of these yachts were built to our designs.’

In 1983 he left his job to take an MBA in business administration, but his growing reputation as a designer interfered with his plans.

**Andre Hoek (opposite) has been sailing Dutch leeboard boats since he was a small boy, experience that has helped him design quality sailing yachts such as *Adele* and her sister ship *Marie* (far left) and more recently motor designs such as the *Hollander* project (below)**





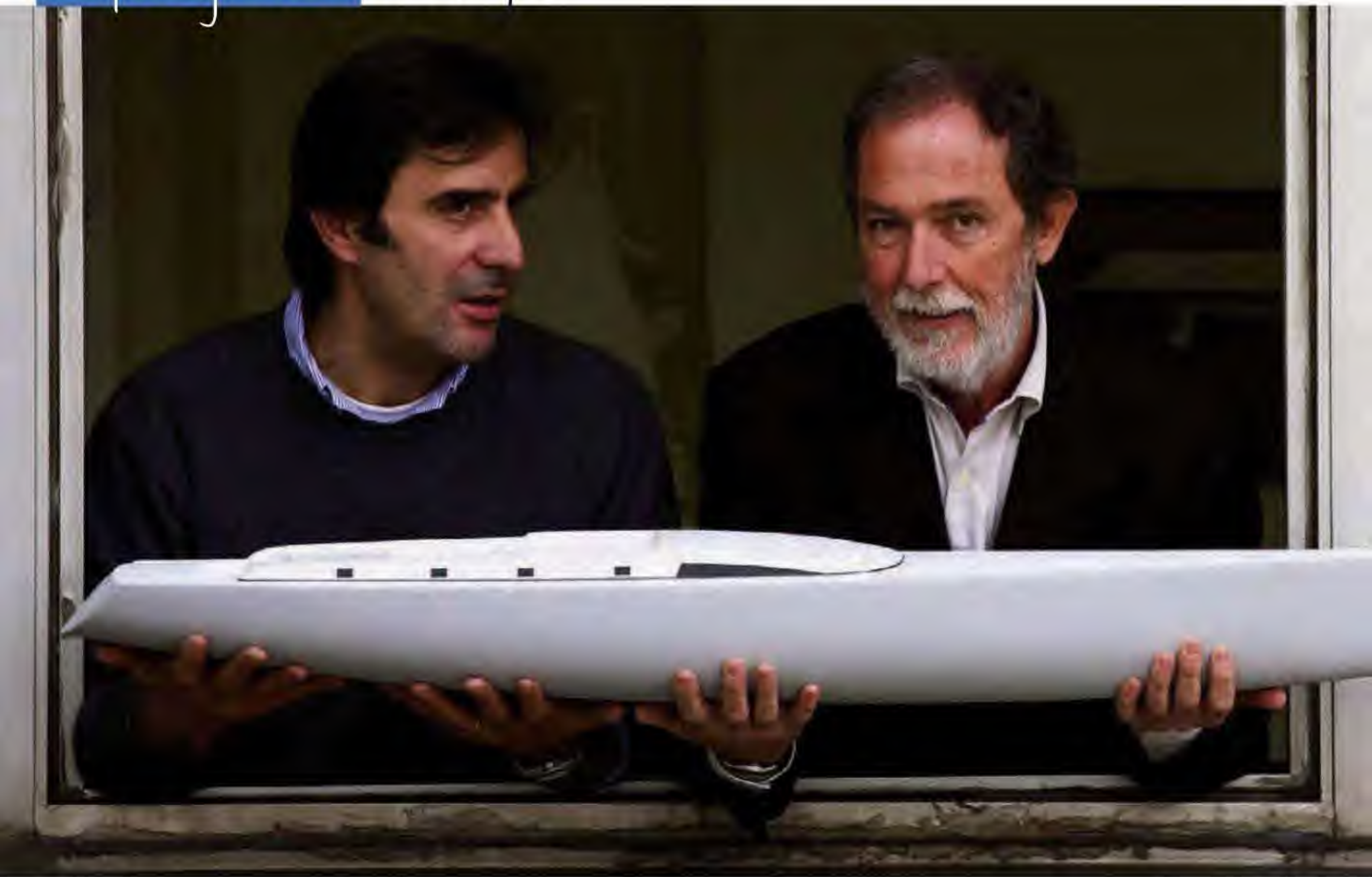
‘It’s not an easy market in which to design and build a business like this; you have to be passionate about yachting, focused and a little bit lucky’





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'When people heard I'd quit my job I got a lot of enquiries asking if I could do boats. It took me three years to do the MBA and when I finished I was already working with four people – it turned from a hobby into a business.'

Mario Pedol, founder of Nauta Yachts took a similarly round-about route to the profession. He began working as an agent for Oyster Marine in Italy in 1978 and

became increasingly interested in the design of superyachts. When he learned that a new school of design had opened in the north of Italy, he left his job and signed up. When he finished his studies, he spent time working abroad for Scott Kaufman in New York. On his return to Italy Pedol founded Nauta Yachts with his business partner Massimo Gino.





'You definitely recognise the boats we do,' says Hoek. 'We have an emphasis on performance and looks – on deck and how well-balanced the profile is'



'For the first six years of Nauta we were designers and constructors, we were selling finished yachts to clients. But in 1993 Italy suffered a political and economic catastrophe and the market stopped. We decided to take our design expertise to the market – selling not a product but our experience, know-how, design services and project management services.'

At this stage, Pedol's expertise was in sailing boats – and the design house is still best known for its work in this field. Innovations such as carbon fibre and changes to competition rules governing hull shapes have changed the way Nauta makes yachts, but Pedol's philosophy of 'balancing performance and comfort' has remained the same. *My Song*, one of his favourite yachts, embodies it beautifully.

'The owner has a passion for racing and cruising,' says Pedol. 'It is difficult on a yacht to combine these, because cruising means comfort and comfort means weight, but for racing you need speed, which means lightness. The way we've done this is by making some contents of the yacht removable for racing. With four days of crew work it can be turned from a cruising boat into a racing boat.'

The company's most famous foray into motor yachts is project Light, an 80 metre commission that is both visually and physically light. It was well received within the industry, but the 2008 economic crash put the project on hold. In any case it has led to a commission for another 100 metre-plus motor yacht.

Hoek Design is also active in motor yacht designs, and is working on various projects including the 50 and 65 meter Hollander project. But it, too, is best known in the sailing arena and like Pedol, Hoek believes his sailing yachts have a definite character.

'You can definitely recognise the boats that we do,' says Hoek. 'We have an emphasis on performance and also on looks – how it looks on deck, how well-balanced the profile is.'

In particular, Hoek Design has become renowned for yachts offering classic styling and modern performance. Its early analytical work, optimising Dutch leeboard sailing yachts, caught the attention of big-yacht owners.

'We got clients asking if we could design a boat in a similar way – a classically styled yacht optimised for performance – but ocean-going. That's why the early Truly Classics came out. It was a design that looked like a J boat, but with the in-water configuration of a modern sailing yacht.'

The Truly Classic series was inspired by a yacht created in partnership with Michael Peacock, former captain of the British Admiral's Cup team. Launched in 1994, the yacht *Truly Classic* (now *Zephyr*) won the Spirit of Tradition Class at Antigua Classic Week three years in a row. She is one of Hoek's favourite yachts.

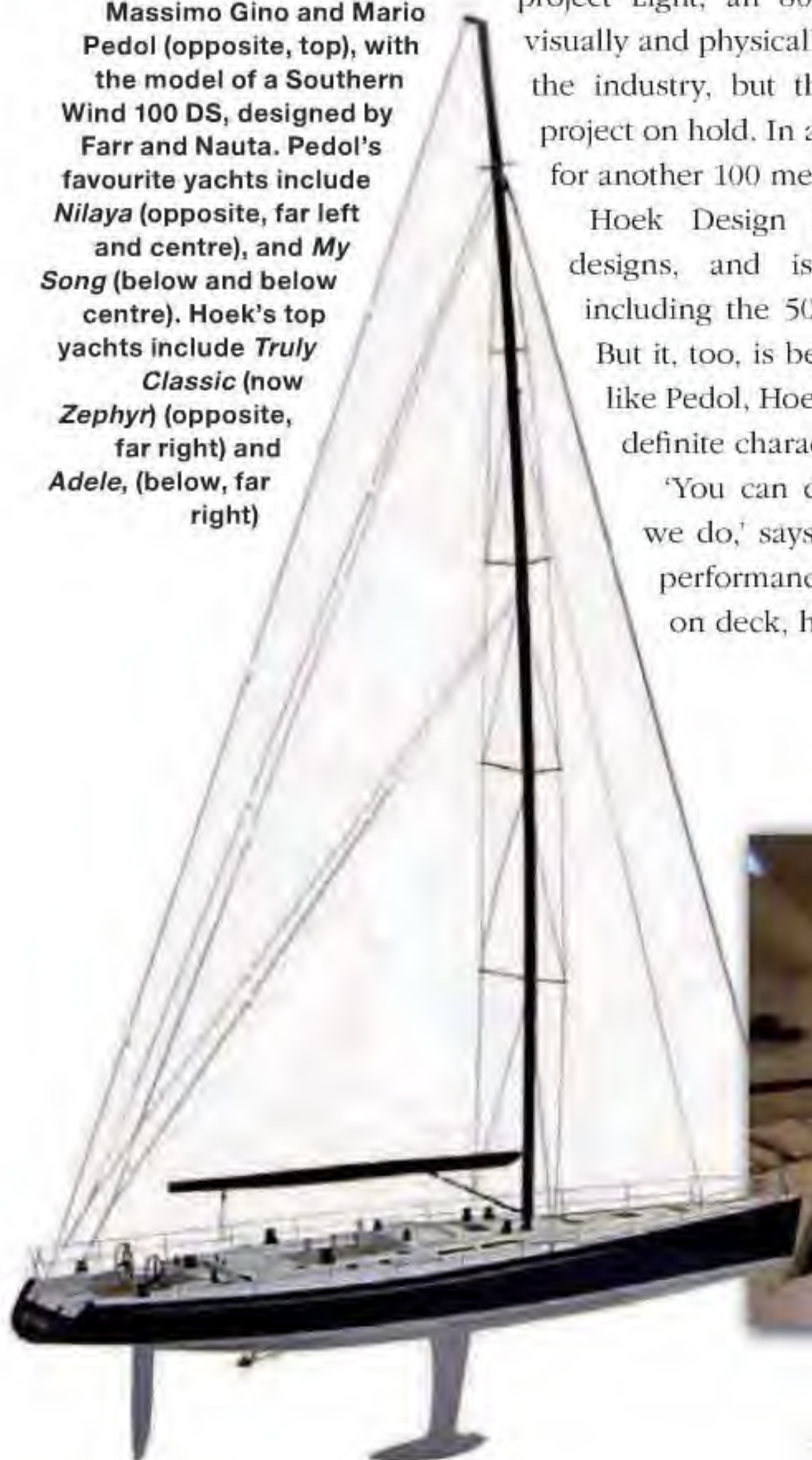
'She was extremely successful on the racecourse but was also a very good cruising yacht – a very nice combination,' he says.

Another favourite is the 55 metre ketch *Adele*, launched in 2005.

'We developed an interior with an owner's deckhouse, a large cockpit and an owner's cabin all connected – a privacy concept. She proved you could do circumnavigation or go to the Antarctic on a really beautiful-looking yacht. You don't have to go for an ugly looking boat, you can do this in style.'

That, perhaps, is the mark of this golden group, the first fully-fledged crop of yacht designers – not naval architects or interior designers – to enter the arena, after Jon Bannenberg pioneered the profession. When it comes to yachting, they have taught us how to do it in style.

Massimo Gino and Mario Pedol (opposite, top), with the model of a Southern Wind 100 DS, designed by Farr and Nauta. Pedol's favourite yachts include *Nilaya* (opposite, far left and centre), and *My Song* (below and below centre). Hoek's top yachts include *Truly Classic* (now *Zephyr*) (opposite, far right) and *Adele*, (below, far right)





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**SILVER ANGEL** 64.5m/211'7, Benetti, 2009



An aerial photograph of a large, white luxury yacht named 'SILVER ANGEL' sailing on a dark blue ocean. The yacht is moving from the top left towards the bottom right, leaving a white wake. The yacht has multiple decks, a large circular pool on the upper deck, and a radar dome. The name 'SILVER ANGEL' is printed in black on the side of the hull.

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# W E R E S



THE FIRST SUPERYACHT PROJECT TO BE UNDERTAKEN AT ITALIAN YARD FINCANTIERI YACHTS WAS FULL OF AMBITION AND TECHNICAL COMPLEXITY. BUT THE RESULT – AN INTIMATE HOME ON THE WATER WITH UNDERSTATED INTERIOR DÉCOR AND PERFECTLY PROPORTIONED EXTERIOR LINES – IS ONE OF THE FINEST YACHTS AFLOAT





words: **Tim Thomas**  
photography: **Marc Paris**

Seen from afar with few points of reference, it is hard to gauge the scale of the 134 metre yacht *Serene*. Perhaps this curious optical illusion is thanks to her svelte and graceful lines, drawn by the Espen Øino studio and featuring subtle curves within the blue hull and white superstructure elements. That she comprises seven decks is scarcely believable, so perfect are her proportions. But standing next to her on the quayside in the old port of Imperia, Italy, under the late summer sun, one thing is very clear – *Serene* is a very, very large yacht indeed.

She is the largest yacht ever launched in Italy, and eighth on the list of the world's largest private yachts. With a volume of over 8,000 gross tonnes, she boasts more than 2,500 square metres of luxury floor space. She has a 15 metre swimming pool in the aft beach club and five guest tenders, along with a custom-built submarine. She features an astonishing 11 hull openings, and as a result is one of the most technically advanced yachts ever built.

That all this was achieved as a first superyacht project for her construction yard – Fincantieri Yachts – is testament to the yard's engineering skills, and the translation of its experience from commercial and naval shipbuilding to complete a yacht finished to the very highest standards. Fincantieri was able to bring in the very best of the best of contractors and equipment in every area of the yacht, from the six interior fit-out companies, to the systems and individual components, ensuring that every single element of the yacht, down to the last bolt, is of the very highest quality. Moreover, it is interesting to note that until she emerged from her build shed, virtually nothing was known about the project. This is one advantage of building at the Fincantieri yard in Muggiano – as a naval contractor security is extremely tight around the facility, ensuring prying eyes are kept well away from the work being done within.

For all her impressive numbers, *Serene* retains an intimate and personal feel. This is no cruise liner, nor flashy grand statement, but rather a comfortable home at sea to be



enjoyed by family and friends. Her seven decks offer a variety of guest and private areas, from the grand dining room aft on Deck Three and the library with log-burning fire on Deck Five, to the plunge pool flanked by hot and cold spa pools on Deck Seven and the vast beach club on Deck Two.

Central to her interior is an impressive spiral staircase to starboard that ascends through six decks. A large skylight at the top floods the stairway with natural light, with glass segments at every landing ensuring that light is carried right down through the yacht. Elegant foyers on each deck provide a start point to explore the decks themselves, while a beautifully realised guest elevator offers an alternative mode of access.

Guests enjoy comfortable suites on Decks Three and Four, all with en suite bath or shower rooms, many of which offer spectacular views from their bath tubs. A total of 12 suites in all allows for a party of 24.

For those on board, a grand entrance awaits at the aft end of Decks Two and Three. Here, a formal dining room on the main deck is overlooked by a cocktail lounge with grand piano, the areas connected not just by two sweeping staircases at the forward end of the dining room, but also by a large opening in Deck Two's ceiling. 'This is a refined and elegant grand entrance to the yacht,' explains Pascale Reymond from Reymond Langton Design, the studio responsible for *Serene's* interior design. 'It reminds me of the cruise liners of the



1920s and 1930s. There is something theatrical about it, but it is subtle, and the décor, while influenced by art deco, includes shapes which are somewhat alien – a pure contemporary element. It was the first sketch we did for the project, and it has remained largely unchanged in its finished form.'

A contemporary gas fire, contained in a large glass cylinder, flickers at the forward end of the dining room, and similar fires feature in the cocktail lounge above and in the forward saloon on Deck Four. This saloon offers a variety of comfortable seating areas and a bar, and as the area overlooks the helideck forward,

guests enjoy extensive panoramic views and can watch flight operations.

There is also an additional seating area, with settees atop a large circular platform that can be rotated. Situated to starboard, this allows either for guests to face inboard, where they can view a large-screen television, or face outboard through opening glass doors for a view of the ocean. Further, business meetings can be undertaken in a large conference room that features a leather floor, and the room – and table – can be divided to make two smaller meeting rooms if required.

Up on Deck Five, the master suites are spacious and the forward master offers access to a private seating terrace forward. Moreover, for a truly indulgent soak, the sidepod to port has been pressed into service as a spa pool. Suspended over the water, this spot offers not

**The foredeck, in front of the main helipad, offers a spacious additional seating area (below). A large screen can be erected at the forward end of the helipad to create an open-air cinema for guests**















only exceptional views to the ocean, but a glass bottom gives a thrilling sense of being suspended high above the sea.

The deck includes a comfortable study to port forward of an aft saloon, and inboard from the office lies a circular library-cum-cigar room, with leather armchairs and a real log fire – a room reminiscent of a Dutch gentleman's club. 'Every space has a function,' says Reymond Langton design partner Jason Macaree. 'You know where you are,

and there is no superfluous decoration.'

Deck Two is a real treat. A guest corridor heading aft bisects the upper level of the engine room, with large glass windows offering a view of the immaculate mechanical spaces. 'Serene is not just a home, she is a machine,' says Reymond. 'You can see the very heart of this yacht, which was a very important part of the brief.'

The systems include diesel electric drive, with eight MTU generators providing power for propulsion and domestic







systems. Main drive is delivered through fixed shafts and variable pitch propellers, with manoeuvring assistance provided by two forward thrusters and two stern thrusters. The yacht also features a full dynamic positioning system.

The guest corridor through the engine room leads to the main aft garage, which houses an extensive collection of tenders including a 50-knot, 10 metre Pascoe, a Safeboat RIB used as a fishing tender, two Ocean Marine custom nine-metre boats – one a limousine tender, the other a dive support boat – and a custom-built GSE submarine. There is also a Nautilus dive support system here.

If the garage hints at some of the activities guests can enjoy, the aftermost areas of this deck show the luxurious relaxation they can indulge in. Aft of the garage to port is an extensive gymnasium, while next door is a fully equipped hair salon. Opposite, to starboard, there is a spa area offering his and hers changing rooms, a *hamam*, a massage room, and a sauna overlooking a large shell door that opens to form a secondary beach platform on the water – perfect for taking a dip after a spell in the sauna. One of the two extraordinary surprises is also located in the spa – a snow room. With one wall dressed to mimic a rock face, this room recreates wintry conditions to an extreme degree. 'We can get three to four inches of snow in here,' claims *Serene's* Master, Elliot Bibby, proudly.

The most impressive area of this deck, though, is saved for the aftermost section. The beach club itself, with its



several seating areas surrounding a 15 metre pool that can hold 90,000 litres of water, is impressive enough, but this space represents one of the most technologically complex areas of any yacht. To either side of the pool, shell doors open to create large balconies on the sea, while aft the stern door opens up to complete the beach. Above, giant glass doors in the deckhead, which form the dancefloor on the main aft deck, open to the sky, while opening up the stern completely turns the pool into an inboard dock for the tenders.

It took close to three months of FEM analysis and calculations by the yard's technical office to engineer the structure around the openings. 'We

increased the thickness of the structural detail to have no critical elements,' explains Mauro Parodi, the yard's project manager for the build. 'As a result, we had everything approved by Lloyd's, and there is no limitation on the number or sequence of the shell doors that can be opened – the yacht can have everything open at the same time.'

The midships part of Deck Two offers two more delightful areas. To starboard lies the sea cabin, intended to offer a comfortable space to sleep when the yacht is on passage. Designed in a contemporary Balinese style, the deckhead above the aft-facing bed mimics the underside of a Balinese hut's thatched roof, while forward of the bed's floor-to-ceiling partition headboard lies an indulgent open plan bathroom. To the side, another shell door opens to create a waterside balcony. 'The vision of the sea cabin is the coolest one,' enthuses Reymond. 'It's so earthy, and you

**The forward saloon (below) overlooks the helipad; the dining room chandelier (opposite), along with other artworks on board, was realised by one of the world's top glass sculptors. It took eight months to complete, and was all polished by hand**















The large beach club (opposite bottom) features a 15m pool; the upper pool (opposite top) converts to a second helipad. Exterior lighting was designed by three of the world's best lighting design studios

can meet your everyday needs from here. You have the galley next door so you can make a midnight snack, and aft you have access to the spa and beach club.'

It is this sense of coherence that marks *Serene* out as a special yacht. It is not just the décor that is understated, the very essence of the yacht, the way the areas flow together, all combines to create an interior that appeals not as a collection of show rooms, but as a whole that can be lived in. 'With everything connected, including the private elevator, it takes a small boat feature and puts it in a big boat,' Raymond explains. 'It is a large yacht, but it is made up of many small yachts. You feel like you can live in it.'

The galley is an example of this comfortable essence. A guest galley, with a table overlooked by a bank of glass-fronted fridges offering cold meats, cheeses and the like, looks into the professionally equipped main galley through giant windows, so guests can enjoy wine from two nearby cellars while watching a culinary display from the head chef. On many yachts the galley areas can feel off-limits to guests; *Serene* positively encourages interaction with the chef, the crew and the food itself.

The deck spaces are no less

impressive. The main deck aft comprises two bars, seating areas and informal tables under the deck above and around the giant glass doors in the deck that offer a view down into the beach club. These doors, when closed, form a dancefloor to the large bandstand located right aft, and the whole exposed area can be shaded by an awning. Up one level, there is a further large aft deck seating space, but the prime area for guests to enjoy alfresco dining is on Deck Five, where a table that can seat 20 is also served by a bar and cook station aft that offers a barbecue, pizza oven and

teppanyaki grill. Aft on the bridge deck above is a circular pool surrounded by sunpads with individual drinks tables – the floor of the pool can be raised to create an additional touch-and-go helipad.

The very top of the yacht offers not only spectacular views, but also a further plunge pool flanked by hot and cold spa pools. The foredeck, in front of the main helipad, is pushed into service too, forming a spacious yet intimate additional seating area. From here, a large screen can be erected at the forward end of the helipad to create a unique and spectacular open air cinema, with the bow seating area becoming the stalls.







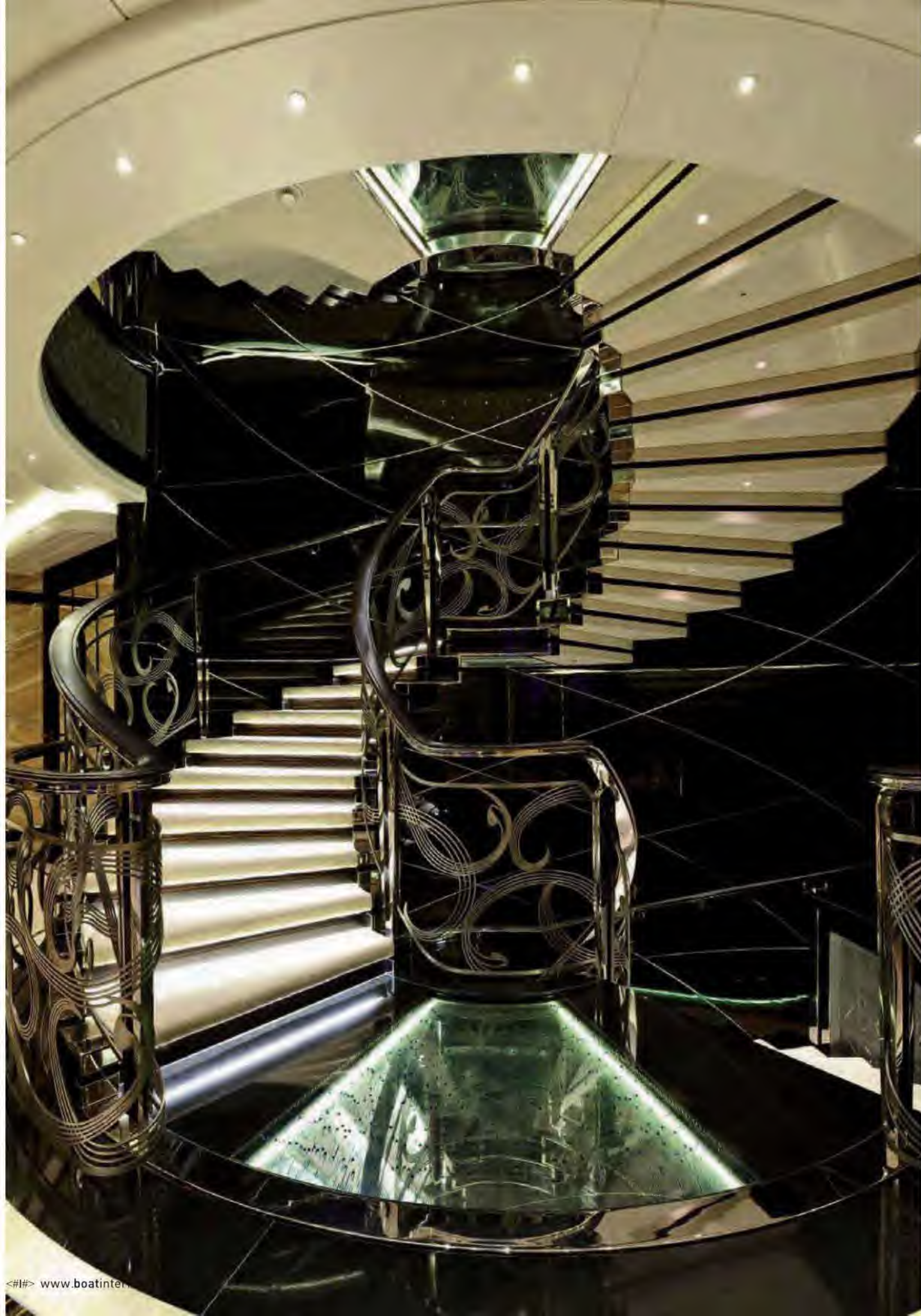
















The helicopter hangar is in the bows, with crew access from forward on Deck Two. The Eurocopter 145 is deployed via a rising platform; the hatch doors above slide outboard, forming the outer wings of the fully certified helipad. To get the helicopter from fully stowed to being deployed and ready for flight operations takes a maximum of one hour.

Either side of the hangar space is additional garaging for the many toys on board, including jet skis, Laser sailing dinghies, dive gear and windsurfers. Moving forward again takes you into the forepeak area, which forms the mooring space and which includes opening hull balconies on either side for docking and anchoring operations. The tank system for the jet fuel is also here.

There is more to *Serene*, though, than is seen at a superficial viewing. Take the private elevator and you descend to the double bottom deck; here *Serene's* second big surprise awaits. As a watertight door withdraws, a cosy room is revealed with walls and deckhead finished in copper plate with accentuated giant rivets. A daybed beckons, providing a perfect spot to relax and look at the sole – here, two large, 70cm thick glass windows through the ice-classed hull offer a view of the underwater world beneath. It is no wonder that this – dubbed the Nemo room – is a favourite spot for everyone. There is even underwater lighting rigged in the hull to attract and illuminate fish and other aquatic creatures for a sensational night view.

From the grand dining room aft to the beautifully realised Balinese sea cabin, and from the beach club with its snow room to the wonderful Nemo room, *Serene* is a sensational yacht in every respect. Her understated and considered décor projects a modesty within its elegance. That her spaces retain an intimate and coherent, homely feel in spite of her incredible size and volume is testament to the thought that has gone into her design and this, combined with her technical achievements, surely makes her one of the finest yachts afloat today.



The glass lift (above) and the staircase that spirals through the decks (opposite) typify the understated elegance of the interior. Glass landings ensure natural light filters down from the skylight at the top of the stairs







SERENE *Fincantieri Yachts*

<b>LOA</b> 134m <b>Beam</b> 18.6m <b>Draught</b> 5.5m <b>Gross tonnage</b> >8,000 GT <b>Engines/generators</b> 8 x MTU 16V4000 M40B	<b>Propulsion motors</b> ABB, 2 x 5,200kW <b>Speed (max/cruise)</b> >20 knots <b>Range at 15 knots</b> >6,000nm <b>Bowthrusters</b> 2 x 400kW	<b>Sternthrusters</b> 2 x 160kW <b>Stabilisers</b> 4 x zero speed <b>Fuel capacity</b> 800,000 litres <b>Water capacity</b> 145,000 litres	<b>Owner and guests</b> 24 <b>Crew</b> Max 62 in 30 cabins <b>Construction</b> Steel hull, light alloy upper decks <b>Classification</b> Lloyd's, SOLAS	<b>Naval architecture</b> Fincantieri <b>Exterior design</b> Espen Øino International <b>Interior design</b> Reymond Langton Design	<b>Builder/year</b> Fincantieri Yachts / 2011 Muggiano, La Spezia, Italy tel: +39 0187 543238 email: <a href="mailto:fincantieriyachts@fincantieri.it">fincantieriyachts@fincantieri.it</a> web: <a href="http://www.fincantieriyachts.com">www.fincantieriyachts.com</a>
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The guest corridor through the engine room offers a view of the beating heart of the yacht (below left); the galley has viewing windows so that the chef can entertain onlooking guests with flamboyant displays of culinary art (below right)





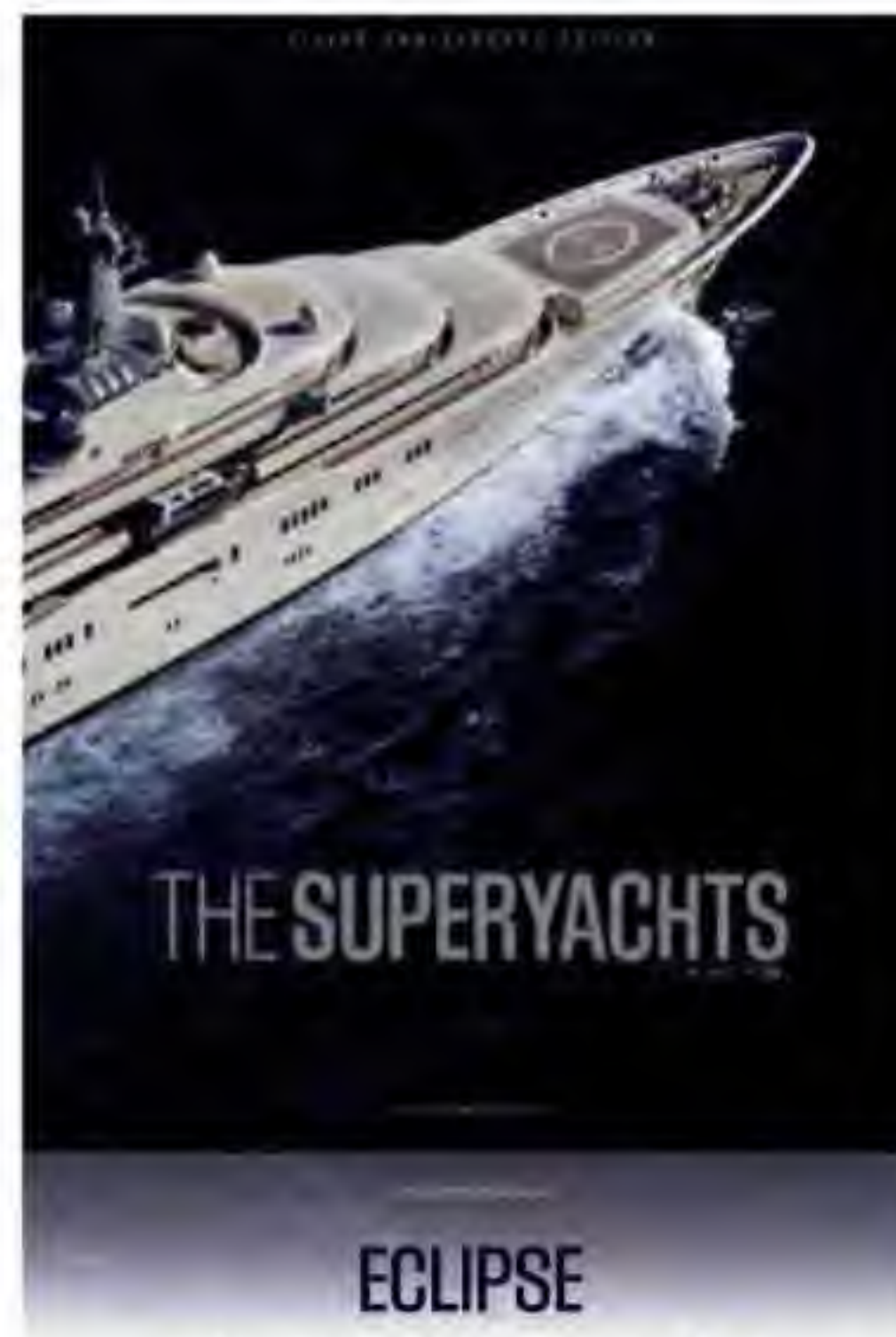
# THE SUPERYACHTS

# 25

VOLUME TWENTY-FIVE 2012

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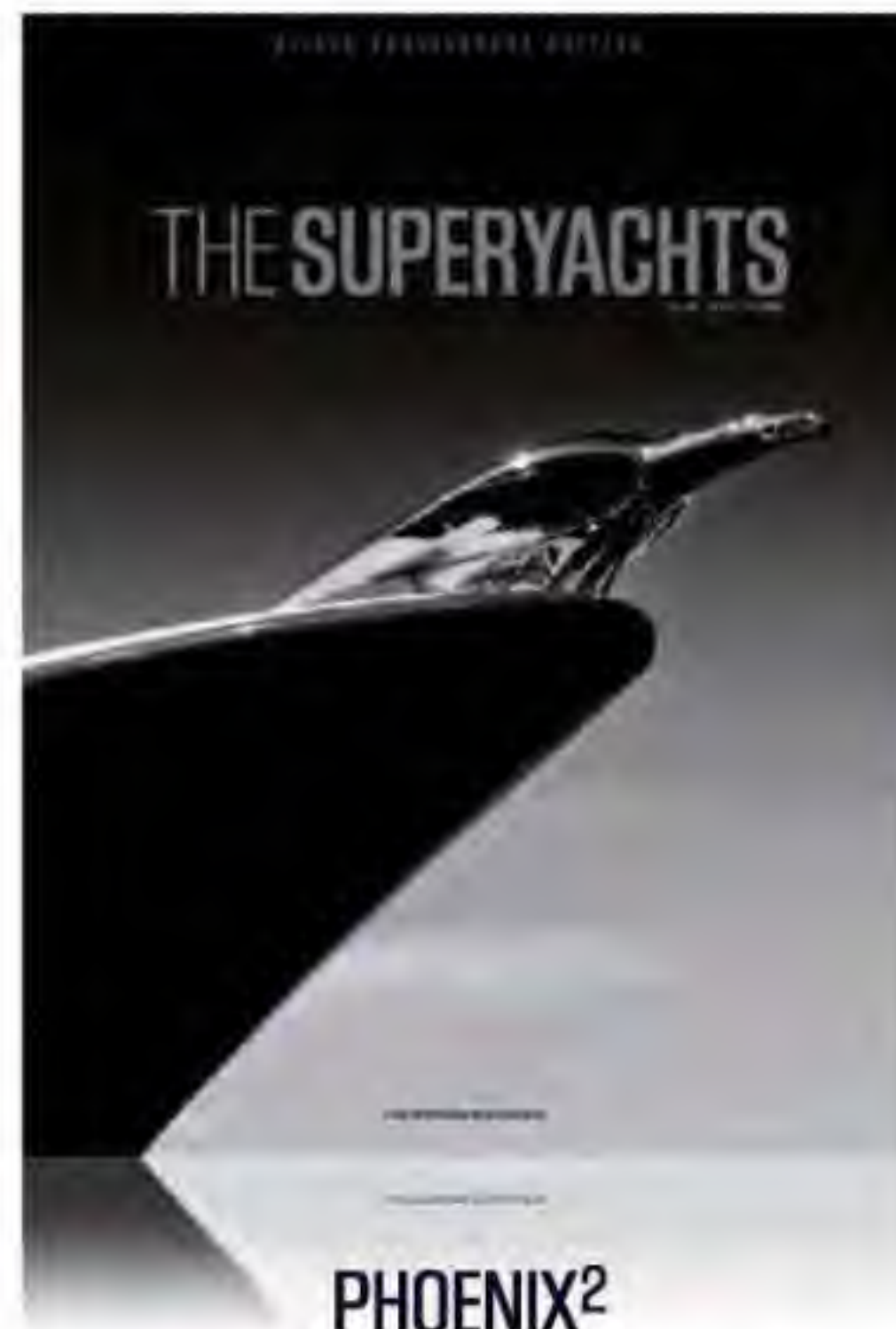
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SAILS





words: Nigel Sharp  
photography: Tom Nitsch



BUILT FOR AN OWNER WITH A YOUNG FAMILY AND A SENSE OF ADVENTURE, THE DESIGNERS FACED A CHALLENGE. WITH THE SLOOP SARISSA, THEY SUCCEEDED BEAUTIFULLY



‘The owner and his family wanted a performance yacht that they could spend long periods of time on and go to remote isolated places to enjoy fishing, diving, spear fishing and rock climbing’

I had been off watch for a luxuriously long nine hours. When I awoke at 7am, it was to the occasional noise of hydraulic motors, and the yacht was heeling encouragingly. Fantastic – we were sailing and I was due back on watch.

We had set off from Porto Cervo the previous afternoon, on the 42.6 metre carbon sloop *Sarissa* – completed at Vitters just two months previously and named after a long spear used in Hellenistic warfare – bound for Palma. As we made our way through the Tyrrhenian Sea past the cluster of picturesque islands to the north, her captain, Greg Monks, told me something of the background to the boat. ‘*Sarissa* was built for an

experienced boat owner with a young family. He wanted a performance yacht that they could spend long periods of time on and go to remote, isolated places where they could enjoy activities including fishing, diving, spear fishing and rock climbing.’

The brief to combine both comfortable, extended family cruising with a performance edge – the yacht will compete in several of the superyacht regattas – fell on naval architect Bill Tripp. ‘*Sarissa*’s lineage stems from the aluminium *Mystère* and the carbon/composite *Saudade*,’ stated Tripp. ‘She is a sleek pilothouse sloop with a fully modern hull shape, sail plan and foils. Like *Mystère* she is built to MCA; like *Saudade* she has a sleek







**Sarissa's designers aimed to combine family comfort with a competitive edge. During the voyage she regularly touches 15 knots, demonstrating lively performance and easy steering**

hull and a racy edge to her performance; and like both, she has a lifting keel.'

As we continued through the Strait of Bonifacio the conversation turned to an aspect of the boat that has proved particularly successful. Tripp included an aft cockpit in his design, but it was the owner who had the idea that it should also be an occasional swimming pool. 'We filled it up for the children when they first arrived after a long plane journey,' first mate Brad Walker recalled. 'You should have seen their faces when they saw it all glistening in the sun with floating ducks and a water hammock in it.'

By the time I came on watch Sarissa was very much

enjoying the conditions. With an average of 22 knots of breeze at a true angle of 80 degrees, she was regularly touching 15 knots under triple-reefed main and jib, and would continue to do so for the whole morning. I relished spending a significant part of this time at the wheel, and appreciated the tremendous combination of lively performance and easy steering. She tracked easily, holding a straight line, with no need for constant sail trimming, showing that her sail plan was easy to balance – in fact, I ended up on deck alone much of the time. The geared steering provided just the right amount of feedback through the wheel without necessitating biceps of steel. The visibility from the helm was excellent, whether





standing, using the helm seat or sitting on the comfortable coaming outboard. It was easy to imagine the joy of cruising through the Pacific from this position – or indeed of fighting for position on the race course...

*Sarissa* has captive reel winches for the sheets, running backstays and main halyard, keeping the vast deck areas wonderfully safe and uncluttered. The owner put aside early concerns that an arch for the mainsheet

might spoil the line of the yacht, and decided that keeping his children out of harm's way was paramount. The result is an arch very much in keeping with the deck styling, which provides an uninterrupted deck space between the two cockpits. It will also have a number of innovative uses: it can support a climbing training-board so the owner can practice rock climbing, for instance, and there are plans to suspend a projector from





its underside to display films on a screen mounted to the backstays.

For racing, *Sarissa* will use a square-topped mainsail. To allow this to happen, the normally fixed, twin masthead backstays will become running backstays, when their lower ends are transferred to the cruising runner tackles and their captive reel winches. 'A square top mainsail hasn't been used on a boat this big before,'

Walker told me. In addition, the yacht will carry a staysail, a code one and a 'top down' furling spinnaker, each on its own furling cable.

Around lunchtime the wind dropped and headed us, so there would be no more sailing for the rest of the voyage, but we did enjoy a couple of further highlights. We passed very close to a whale about 20 miles from Menorca and later, as we entered the Bay of Palma,





The choice of a simple sloop rig was easy. 'The technology now available has led us to this because we are trying to do two things: maximise the ease of sailing first and then get the performance'



witnessed a beautiful orange horizon to the west, as the full moon rose over the cliffs opposite.

The day after we arrived I met the three people mainly responsible for *Sarissa's* creation: Bill Tripp, Louis Hamming from Vitters and Jonathan Rhoades from interior design studio Rhoades Young Designs.

Tripp met the owner in November 2006. 'He wanted a go-anywhere type of boat, with a sports car feel to it,' he said. 'He wanted to experience adventures when he got to destinations but he also wanted to enjoy getting there.'

'Our last boat was a Swan 82, which was fantastic,' added the owner. 'But we outgrew it and wanted to go up in size, but didn't want to lose the experience of sailing. We still wanted to be in touch with the wind and the water.' Initially a boat of around 36 metres was discussed, but Rhoades Young's subsequent involvement and the suggestion that the owner's family might grow, necessitated that the boat should do so as well.

The choice of a simple sloop rig was easy. 'The technology available has led us to this because we are trying to do two things: maximise the ease of sailing and then get the performance,' Tripp explained. 'A boat with two sails can accomplish most of this. And a measure of the success of that technology is that a crew of six can use a 1,400 square metre asymmetric spinnaker safely and enjoyably because it can be furled away in seconds.'

*Sarissa's* construction didn't start until early 2009, which gave plenty of design time. 'That's really ideal not to rush that period because you get to develop your ideas,' Tripp said. 'Design is a spiral. If you're forced to build a boat in a hurry it's a circle. If you have time and you go around once and say, "Look at what we've learned in this process – wouldn't it be nice to do this?" and then you go around again, eventually you spiral around and get more and more focused on exactly what you want to do, and get the boat to meet what you want to do.'







**Dominated by three varieties of timber, and little fabric, the interior aims to represent the romanticism of sailing and travel. The headlinings, floors and several bulkheads are oak. Much of the furniture is cherry**

*Sarissa's* carbon hull was built in the UK at Green Marine – a company since bought by Vitters – then taken to Holland for completion. Hamming, Tripp and Rhoades all agree that building a carbon boat requires a lot more coordination between all parties, to maximise the use of space throughout, because the options for cutting through the structure are not as straightforward as they can be in a metal boat. For instance, to incorporate the vertical hull windows – which give wonderful 'sky to sea' views throughout the accommodation – required a great deal of planning with regard to both hull structure and service routes. 'But we had worked with Tripp and Rhoades Young a number of times before, so we already had a good working relationship,' Hamming told me.

*Sarissa's* interior décor mainly consists of three timber varieties and very little in the way of fabrics – an interior style that, according to Rhoades Young 'was to represent the romanticism of sailing and travel'. The result is a synthesis of an elegant sailing yacht and a relaxed beach house. 'The owners have modern tastes but they wanted the boat to have a warm, cosy, family feel for their amazing adventures,' said Rhoades. The headlinings, floors and several bulkhead panels are oak with various washed treatments. Other bulkheads and much of the furniture is cherry, but darker materials have been used outboard in the lower cabins. 'We used the rosewood and dark leather to help express the difference in geometry between the rectilinear interior furniture and the beautiful flowing lines of the hull and portlights,'





Rhoades continued, 'And we wanted to express the structure of the yacht, so we have the exposed mast and carbon claddings over the frames. We couldn't show the actual frames, as the whole interior is floating for sound and vibration control.'

Forward of the main saloon there are three examples of Rhoades' philosophy that 'on a boat of this size we need to double-use space and ensure that 100 per cent of the boat is being used 100 per cent of the time'. Between the dining area and the galley there is a removable fore-and-aft bulkhead that allows either formal dining or a casual family breakfast room atmosphere; the study, which has a more serious ambience with its predominantly rosewood surfaces, can be converted to a double guest cabin, with the day head then becoming its en suite bathroom; and the lower saloon is a cosy family snug area as well as the passageway from the main saloon.

Rhoades used various techniques to create the illusion of extra space. For instance, by opening up the mast head bulkhead and carefully staggering the interior volumes diagonally, it has created vistas of over 13 metres in both directions from the upper saloon of a 42 metre boat, making the yacht feel much bigger than the sum of its parts. In combination with this, passageways have been omitted by incorporating them into the living spaces, with the exception of the aft curved corridor, which is a special experience in itself. It creates a generous double-height lobby at its entrance and then curves through the aft ship to a feature rotunda outside the owner's cabin, naturally lit by the deck above. And in the owner's and guest cabins aft, there are open doorways to the bathrooms, with just the basins on view and the more private sections hidden around corners, extending the visual length of the cabins. The owner's cabin has a great deal of natural light, a lot of which comes from windows that look into

**Between the dining area and galley, a removable fore-and-aft bulkhead allows both formal dining and a family breakfast room. The study, predominantly rosewood, can convert to a double guest cabin with en suite**





‘You still have a sense of being in touch with nature, as the space is bathed in natural light. It’s all part of having a series of different experiences’

the swimming pool, adding to the fun element evident throughout the boat.

The children’s cabin – linked to a nanny’s cabin through a shared bathroom – is Rhoades’ favourite, and here the fun continues. ‘The idea was to make it a little yacht for the children within the big yacht,’ he said. ‘With the inboard bulkhead mirroring the hull side and the aft bulkhead veneered to look like the front of a traditionally-planked boat.’ Education and entertainment are both evident in the deckhead, where scores of tiny fibre optics represent the stars of the night sky, with the Northern or Southern Hemisphere selected at the flick of a switch.

In many deck saloons the seating is raised to enhance outside views, but *Sarissa*’s owner made the deliberate decision not to do this. ‘It was more important to the family to have a flat single deck that flowed well and with good headroom,’ Rhoades explained. ‘You still have a sense of being in touch with nature, as the space is bathed in natural light. It’s all part of having a series of different experiences.’ When standing, however, or

when sitting at the navigation station or bar, the all-round views are excellent, and the gently undulating line created by the oak surround above the windows – mostly determined by Tripp’s external styling but enhanced by Rhoades – is particularly pleasing.

Before our voyage the owner and his family had enjoyed two separate Mediterranean cruises. ‘We couldn’t be happier,’ he told me. ‘We started this process five years ago, but we couldn’t know it would all fit together until we saw her on the water and first sailed her. Some of the unique elements like the paired vertical hull windows and the swimming pool have worked out really well.’

After a five-week period in Palma, where Vitters will attend to small finishing touches necessitated by a rushed departure from the yard and the subsequent experience of using the boat, *Sarissa* will go to the Caribbean for a Christmas family cruise. Upon returning to the Mediterranean next summer she will head further afield, perhaps to the Pacific, where the owners will continue to enjoy their amazing adventures.





## SARISSA Vitters Shipyard

**LOA** 42.6m**LWL** 38.5m**Beam** 8.6m**Draught**6.2m centreboard down/  
4m centreboard up**Displacement** 163 tonnes**Gross tonnage** 198 GT**Air draught** 56m**Spars**Southern Spars, carbon  
with in-boom furling**Sails**North, 953m<sup>2</sup> (upwind)  
1,955m<sup>2</sup> (downwind)**Engine**Caterpillar C12, DI-TA, C  
Rating 490HP**Thrusters**Bow - Maxpower 100 HP;  
stern - Maxpower 75 HP**Generators**

Kilopack 2 x 50kW

**Fuel capacity**

12,000 litres

**Water capacity**

10,000 litres

**Owner and guests** 8**Crew** 6**Construction**

Composite

**Classification**Germanischer Lloyds  
and MCA LY2**Naval architecture**

Tripp Design

**Interior design**

Rhoades Young

**Charter broker**

Hill Robinson

tel: +33 (0) 4 9290 5959

email: info@hillrobinson.  
comweb: www.hillrobinson.  
com**Builder/year**

Vitters Shipyard/2011

tel: +31 (0) 38 386 7145

email: info@vitters.com

web: www.vitters.com

Geared steering, excellent visibility  
and an easily balanced sail plan  
make solo sailing simple

The sheets, running backstays  
and main halyard have captive  
reel winches, keeping the large  
deck areas uncluttered

Linked to the nanny's cabin  
through a shared bathroom,  
the children's cabin was  
designed to feel like a  
yacht within a yacht

By opening up the masthead bulkhead and  
staggering the interior volume, a vista of  
over 13m in both directions is created from  
the upper saloon

The study, predominantly rosewood, can  
be converted to a double guest cabin





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# Liberty

THE FIRST YACHT IN ISA'S 500 SERIES SHOWS THE POSSIBILITIES OF REFASHIONING THE SUPERSTRUCTURE OF A SEMI-CUSTOM YACHT, AS WELL AS THE YARD'S ABILITY TO ADAPT TO CHANGE

words: Amanda McCracken

photography: Marc Paris





You might think there's nothing new in the claim of Marcello Maggi, International Shipyards Ancona's president of sales and marketing, to 'deliver the requirements and requests of owners'. But all the yachts that ISA now builds are derived from what owners have asked for, and unless they have a client the yard will not start a project. Since it was taken over by London consortium the Yachting Investors Group in 2006 and given a cash injection, ISA's future has looked more exciting. At one time the brand had only one design in its portfolio – a raked forward superstructure, with a signature pair of very steep stairways carried up to the top deck. But ushering in a new era, Marcello Maggi and his partners decided to introduce fresh ideas

to the yard and focus on custom yachts, the first of which was the elegant *Mary Jean II* – a huge gamble as it meant doing away with the signature design. Nowadays the engineering and design is done in-house with the concept and external styling tasked to Andrea Vallicelli Design.

For the new 500 series, ISA has developed the popular 48-metre hull structure into a 50-metre, with a few tweaks. While the usual A, B, C choice of designs is fine if you want a superyacht for a fixed price and your requirements happen to be met, this clever concept goes further. Three yachts from the new 500 series have already been sold and they demonstrate dramatic differences in design.

Those who visited the Monaco Yacht Show will have seen just how different the models of the 500 series can

**A sunbathing area forward of the bridge (right) could be a distraction for the officer of the watch while on passage, but a great place to catch the breeze when at anchor.**

**A Bimini gives good shade to the bridge deck dining area (above) while the sundeck (left) is perfect for more formal meals. The bar overlooking the ocean (far left) has a teak base and a slate countertop**











The bridge deck saloon (below) is a fun and funky place to hang out. Details found here and throughout the yacht include brass shell-shaped or coral-shaped sconces, 'bois flottant' lamps and coffee tables, and pebble-filled resin table lamps







‘They wanted elegant modern lines and the latest technology, but also warmth, comfort and details that would make their boat stand out’

be. The platform for the *Liberty* and *Papi du Papi* hulls is identical – semi-displacement with a round bilge, deep keel, bulbous bow and accentuated deadrise. The bottom half of the superstructure is the same on both yachts, with identical fashion plates in the aluminium superstructure and wide covered walkways on main and bridge decks.

But if you favour the stairways of the traditional ISA look, although they make the boat appear slightly top heavy from amidships forward, you would choose *Papi du Papi*. *Liberty* has sleeker lines, making her look longer than her actual length. The fact that they are sisters seems extraordinary – I don’t think I have seen two superstructures so different on yachts from the same series.

*Liberty* has some interesting exterior touches and an interior that is an explosion of fantasy. She does not have the traditional large beach deck, although there is room for a bathing ladder and hand shower, and the design does away with an exterior staircase to the aft deck. Instead there is an under-deck stairway, reached from the main deck aft, to the garage with its Castoldi Jet Tender 21 LC – launched by a single point Cramm crane through a side opening in the hull. A further crew/rescue tender, a Castoldi Jet Tender 15, is found on the bow along with two SeaDoos.

The contrast of the DuPont Steel Black topsides against the Cold White superstructure emphasises the yacht’s flared bow and the way the hull line dips down to the stern. A seam of long tinted windows on the main and

bridge decks gives good light, until it begins to taper away.

Two MTU 4000 M71 engines deliver 1850kW at 2,000rpm through shafts to fixed screw propellers, to give 17.2 knots at half load. The yacht’s range is good at 11 knots reaching 4,400nm, with 180 litres of fuel per hour used by each engine. An increase in speed reduces range and increases fuel consumption – for instance, at 15 knots you halve the range to 2,100nm and up fuel consumption to 495 litres per hour on each engine.

The 500 series comes with standard equipment: two fin Quantum ZeroSpeed stabilisers, a fan coil air conditioning system by Condaria, two watermakers which deliver 13,000 litres a day; a Jets vacuum sanitary system; a 90kW Schottel bow thruster; 18 underwater lights by Underwater Lights Ltd; a fuel purifier; a fire and gas detection system by Consilium Marine and two high powered Northern Lights 155 kW generators (upgraded), rather than two of lower power output and an emergency generator (in case of failure there is emergency power by UPS system). In the engineer’s domain there is a small but effective control room which is air conditioned and separate systems control cabinets, a Hi Fog system, diving tanks and a standalone diesel pump for refuelling the tenders.

The engine room is a good size but the large engines leave little room for the other engineering components. The set-up has been altered to include an essential tool box, but getting to all the systems is very tight. The laundry is off this area and is extremely small. This was





originally supposed to be the engineer's cabin but he is now in the crew area. A tunnel which links the crew quarters with the engine room using a trolley on wheels helps when transporting goods between these areas. The fifth guest cabin is where the captain's cabin is usually found – on the bridge deck. The captain is on the lower deck, aft of the guest area.

At the Monaco show, it was interesting to see potential clients' reactions. Exterior areas are comfortable and standard in layout, but as you step through the main saloon doors, nothing prepares you for the interior design. Exciting, over-powering, or a designer gone mad, I will let

you decide. Personally, I found it tranquil (except for the shark cabin) and fun. A marine landscape is translated into oversized pieces of furniture, huge photographs of ocean creatures, distressed mirrors, marbles and luxurious fabrics.

The owners so liked the work of Stefania Biondo dalla Casapiccola on their house and private jet, that they gave her full reign over their yacht, the first she has designed.

'Even though the owners plan to use the yacht for formal entertainment they will use it mainly with their family,' says dalla Casapiccola. 'They wanted elegant modern lines and the latest technology, but also warmth, comfort and details that would make their boat stand out.'





‘Liberty is not just another floating house, every living space on this yacht reminds you that you have entered the water element and the sea is its purpose’







'Liberty is not just another floating house, every living space on this yacht reminds you that you have entered the water element and the sea is its purpose of being,' she says. 'Also each space is carefully thought out, with original, unexpected details that give each cabin or guest area its own interesting personality.'

In the main deck saloon, with its teak floors, the emphasis is on oversized and freestanding furniture, distressed mirrors and fabrics echoing a coral seascape. There are six cabins, including a VIP on the bridge deck and owners' on the main deck, each of which has a theme – turtle, sea horse, shark, sea urchin, shrimp and starfish.

'The turtle cabin has walls covered in turtle shell print and goffre silk, while the night tables and the headboard are made of a textured leather which mimics the animal's skin,' says dalla Casapiccola.

Although its areas are small in volume because there are so many of them, the yacht has a comfortable, vibrant and eclectic feel. The owners are young and have a penchant for art – the fabrics and layout are confident and imaginative and the interior finish, by three companies, is well done. It is good to see a shipyard react to the demands of owners and ISA should be pretty pleased with the result.

The owners' suite (this page) forward on the main deck follows the eclectic style of the yacht with smaller rooms, open shelves and displays of art. The mesh sculptures in the bedroom are by David Begbie, who experiments with light and form. The sculptures become translucent when a focal light is switched on, giving the impression that they are made of light. The guest cabins are also aquatically-themed (right)

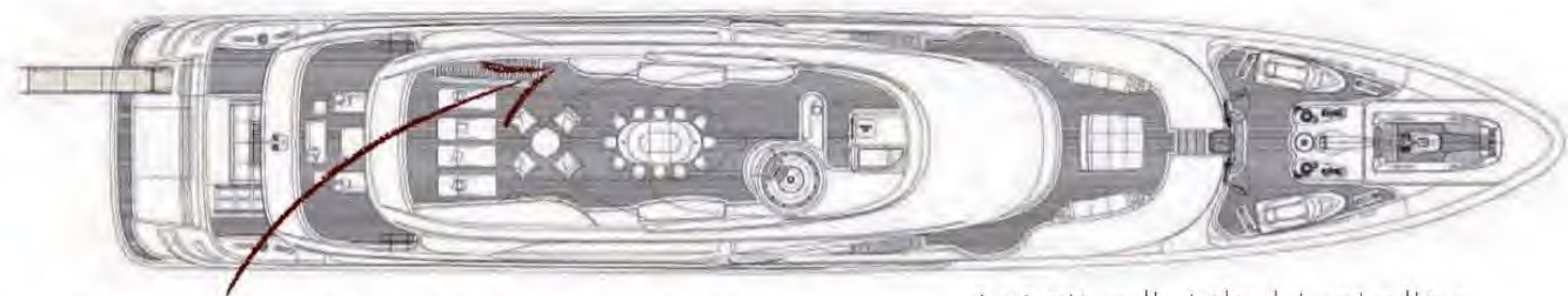




‘The turtle cabin has walls covered in turtle shell print and goffre silk, while the night tables and headboard are made of a textured leather which mimics the animal’s skin’

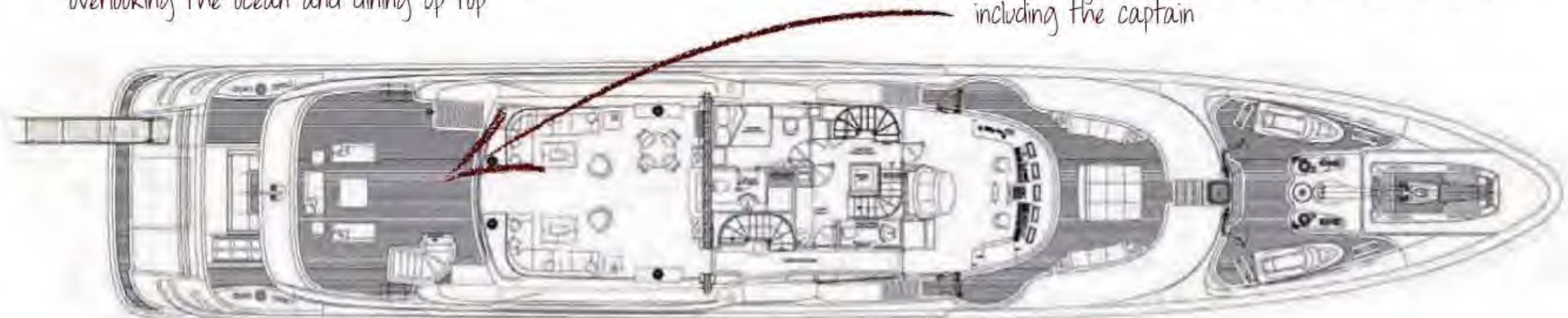






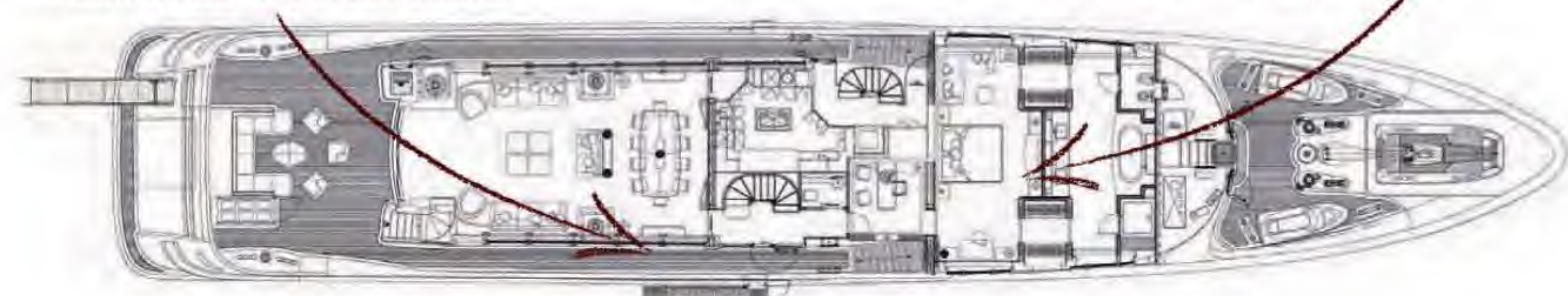
There is no spa pool on the sundeck leaving more room for a bar overlooking the ocean and dining up top

A VIP cabin on the bridge deck makes this a six cabin yacht. All crew are on the lower deck, including the captain

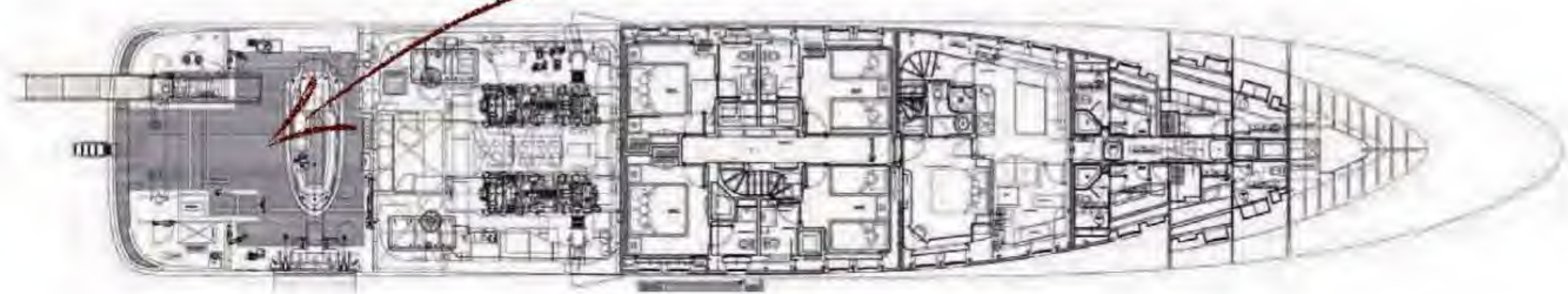


Good width covered walkways enable guests to access the boat from different entrances

The owners suite is unconventional, with lots of smaller areas within the space



There is no large beach club aft but adequate room to swim off the boat and a hand shower is provided



### LIBERTY International Shipyards Ancona

**LOA** 49.95m  
**LWL** 42.7m  
**Beam** 9m  
**Draught** 2.55m  
**Displacement** 471 tons (half load)  
**Gross tonnage** Under 500 GT ITC

**Engines**  
 2 x MTU 12V4000 M71  
 1,850 kW @ 2,000rpm  
**Speed (max/cruise)**  
 17.2 knots / 15 knots  
**Range at 15 knots**  
 2,100nm  
**Bowthruster**  
 90kW Schottel STT 110

**Generators** 2 x Northern  
 Lights M1066H 155 kW-  
 400 V/ 1500rpm  
**Fuel capacity**  
 84,000 litres  
**Water capacity**  
 18,000 litres  
**Owner and guests** 2/10

**Crew** 11  
**Tenders**  
 21' Castoldi, 15' Castoldi  
**Construction**  
 Steel hull and aluminium  
 superstructure  
**Classification**  
 MCA

**Naval architecture**  
 ISA Technical Department  
**Exterior styling**  
 Andrea Vallicelli  
**Interior design**  
 Stefania Biondo della  
 Casapiccola/BDC Interior  
 Design & Decor

**For charter**  
 TBC  
**Builder/year**  
 ISA/2011  
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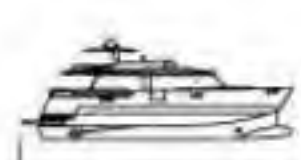


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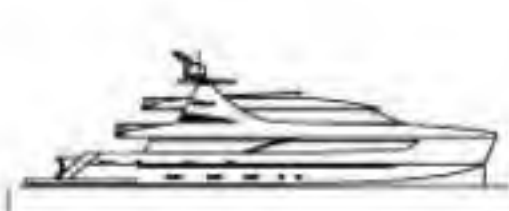
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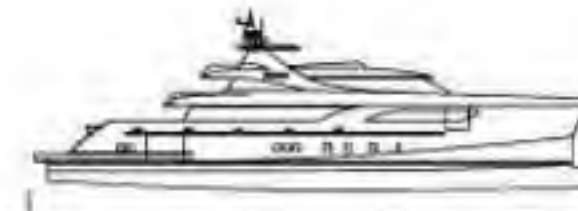
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# First

words: Nigel Sharp  
photography: Jasper  
Faber, Joep Niessink



INSPIRED BY THE  
SUBSTANCE AND  
STYLE OF J CLASS  
YACHTS, THE  
HOEK-DESIGNED  
*FIREFLY* IS AN  
INNOVATIVE,  
ADVANCED AND  
PERSONAL  
SAILING YACHT  
THAT IS – QUITE  
LITERALLY – IN  
A CLASS OF  
HER OWN



*Firefly's* owner was instrumental in the design of the yacht's deck layout, which he wanted to be both practical and aesthetically pleasing. She has a yellow cedar deck (above) and all deck gear, winches and custom aluminium fittings are anodised in grey (left and above left). She provided our reporter with a short burst of great upwind sailing (opposite)

At the Antigua Classic Yacht Regatta in 2010, the Dutch owner of *Alert* – the Philip Rhodes 19.8-metre cruising ketch – was captivated by the speed and beauty of the J Class yachts *Velsheda* and *Ranger*. He decided to commission a boat that would resemble the J Classes, but be as small as possible with the potential to beat them in any wind conditions. Astonishingly, the boat that resulted from this idea – *Firefly*, named after a hill-top restaurant he visited in Mustique soon after the Antigua regatta – was sailing just nine months later.

The Dutch companies he chose to produce the boat had a wealth of J Class experience: Hoek Design recently optimised the designs of four J Class yachts, Bloemsma Aluminiumbouw has built three J Class hulls, and one of these, *Lionheart*, was completed by Claassen Shipyards.

The first plates were cut at the end of July last year, and at the Monaco Yacht Show in September 2010 the owner met Mark van Gelderen – an experienced Extreme 40 and maxi boat sailor – and recruited him as captain.

'The owner has a great eye for detail which he has used to great effect in his fashion business,' says van Gelderen. 'He was involved in a lot of the detailed design work such as the deck layout which he wanted to be aesthetically pleasing, although I also had an input to make sure it was practical.'

'We planned key decision moments,' says Joachim Kieft, managing director of Bloemsma Aluminiumbouw and project manager for *Firefly's* hull construction and rig. 'We never had to wait for an answer, as the owner was able to make decisions on the spot. This way we could speed up the construction process even more.'

She was launched in May and the following month – after a seven-day delivery trip from IJmuiden in northern Holland to Palma in Mallorca, during which she surfed down a wave at 28 knots boatspeed in the Bay of Biscay – she competed in the Superyacht Cup. Since then she has raced in the Maxi Yacht Rolex Cup in Porto Cervo and at Les Voiles de Saint Tropez.

She is undoubtedly similar to a J Class above the waterline, with her mainly flush deck, long overhangs and high-aspect fractional rig. But her underwater shape is a different story, with a canoe body and fin and bulb keel which, at 30 tonnes, gives her a 50 per cent ballast ratio.

'I wanted her to have feminine lines and masculine performance,' the owner explains. She has a swept deck in yellow cedar – chosen over teak for its lightness in colour and weight – and dark varnished mahogany

'The owner has a great eye for detail, which he has used to great effect in his fashion business. He was involved in a lot of the detailed design work such as the deck layout'









‘Rather than have a J Class with a heavy interior which owners often don’t use, it makes more sense to have an F Class and also a motor yacht as a mother ship’





covering boards and the companionway hatch surround. Lewmar deck gear, Harken winches and custom aluminium fittings such as toerail supports are anodised in a matching grey colour, as specified by the owner.

The ingenious circular forehatch, aided by gas struts, hinges down and turns 180 degrees so it can be stowed under the foredeck. This gives a clear opening with a 1.2 metre diameter that allows easy access for sail stowing – as does the 90 centimetre-wide main companionway. This leads to a functional, stripped-out racing interior with few concessions to comfort or privacy. The layout is simple and includes a galley to port and a navigation station to starboard; stowage lockers with zipped fabric fronts; a shower compartment to port and heads to starboard; and ten folding pipe cots in the forepeak.

The owner was particularly keen to source items from companies in the Netherlands, which van Gelderen says 'made communication easy'. The carbon and PBO rig is from Hall Spars in Breskens and Smart Rigging in Joure, for instance. A Dutch connection is also evident in the use of the colour orange throughout the boat.

'The owner decided he wanted orange to appear in many places, such as the boot top, some of the ropes, the gennakers, crew clothing and even the blades of the ventilation fans,' Victor Weerens, project manager of the fit-out, tells me. The boat also flies an orange, white and blue ensign, the Dutch flag under William of Orange.

While the original intention was to race competitively against the J Classes, another idea had taken hold, and that was to start a one-design class with *Firefly* as the prototype. Her owner and the companies that created her have formed the F Class Association to promote this.

'When we finished with the designs we talked about it with people in the industry,' Kieft says, 'people were very keen on it. Rather than have a J Class with a heavy interior which owners often don't use, it makes more sense to have an F Class and a motor yacht as a mother ship.'

'Since we launched the boat everyone has been all over us which is really nice,' adds van Gelderen. 'It will be good to promote the class. The systems are relatively easy and the running costs are way less than a J.'

A box rule has been formulated to ensure that the







The yacht was intended for fast sailing (right and opposite left). Her interiors (opposite right and opposite top) were designed for practicality rather than luxury cruising



basics such as hull lines, sail plan and cockpit layouts will be the same. 'But within that box there are opportunities to make changes,' says Kieft, 'such as a lifting keel to access shallow harbours – the design of which would not give a different performance – or a fitted-out interior.'

But there are details of the rule still to be agreed and it is probable that new F Class owners will have the opportunity to influence some decisions.

A week after Les Voiles de Saint-Tropez it transpired a second F Class yacht had been commissioned – hull construction would soon begin at Bloemsma Aluminiumbouw, and would be completed at Claassen Shipyards. 'This way the F Class is a fact. We look forward to seeing them compete against each other next year,' says Kieft.

Other potential F Class owners would be free to use any yard and equipment supplier. But as van Gelderen notes: 'With the knowledge that Bloemsma, Claassen and Hall Spars have it would make sense to use them – it would save on the whole engineering bit.'

When I was onboard *Firefly* off Saint Tropez, we had sailed for ten minutes when a light breeze led us to believe there might be a race. For a short time we enjoyed impressive upwind sailing, punctuated by loud, gunshot-like noises each time the sheets were eased a fraction – the sound was part of what attracted the owner to the J Classes in Antigua. *Firefly* has yet to be properly tested against the Js, having only raced against two – *Shamrock V* in inconclusive conditions at Saint Tropez and *Lionheart* at the Superyacht Cup where *Firefly* just beat her overall, although both boats were untested.

'We went straight to Palma after the launch,' says van Gelderen. 'We hoisted sails we had never seen before and raced with people who had never sailed the boat before and did pretty well.' In Porto Cervo, *Firefly* had a mid-fleet overall position racing against boats that van Gelderen says, 'are so different, it's hard to compare'.

'Early results show she is very fast indeed,' says Andre Hoek, founder of Hoek Design. When asked if the J Classes' superior waterline lengths will out-do the F Classes, he says: 'In light winds the F will be faster than the Js and, on paper, in heavy airs as well – marginally. It will then depend on how well each boat is handled.'

Van Gelderen is the only permanent crew member but *Firefly's* race crew – regatta sailors from all over the world, all wearing crew uniforms designed by the owner – numbers about 15. This is considerably fewer than a J Class, thanks to her smaller size and relative simplicity (for example, the asymmetric pole-less spinnakers).



'In light winds the F will be faster than the Js and, on paper, in heavy airs as well – but marginally.'





## FIREFLY Bloemsma Aluminiumbouw/Claasen Jachtbouw

**LOA** 35.2m  
**LWL** 22.23m  
**Beam** 5.58m  
**Draught** 5m (3.6m in lifting keel F Class)  
**Air Draught** 41.5m  
**Displacement** 60 tonnes

**Gross tonnage** 59 GT  
**Engine**  
 Steyr 245hp diesel  
**Generator**  
 Steyr 106hp  
**Fuel capacity**  
 900 litres

**Water capacity**  
 800 litres  
**Spars**  
 Hall Spars  
**Sails**  
 North Sails – 594 sq m upwind; 1,295 sq m downwind

**Construction**  
 Aluminium  
**Naval architecture, interior and exterior design**  
 Hoek Design  
**Builder/year**  
 Bloemsma Aluminiumbouw & Claasen Shipyards/2011

Bloemsma Aluminiumbouw  
 Holland  
 tel: +31 (0) 5 1523.2528  
 email: info@bloemsma-aluminiumbouw.nl  
 web: www.bloemsma-aluminiumbouw.nl

Claasen Shipyards  
 Holland  
 tel: +31 (0)71 572 7736  
 web: www.claasenshipyards.com  
**F Class Yachts**  
 www.fclassyachts.com

'I wanted to unite beauty with speed,' says the owner, who is clearly delighted with the boat he describes as, 'modern technology in an old jacket'. He recently bought the motor yacht *Nomade* as a mother ship and is renaming her *Bartender* to 'fit better to the DNA of *Firefly*'.

As this feature goes to press *Firefly* is being prepared for travel to the Caribbean with

Dockwise Yacht Transport – a sensible decision given reports of her inevitable 'submarine' tendencies at sea – and she will then have the opportunity to race against *Velsheda* and *Ranger*, the relatively established race boats which inspired her conception. 'That will be really nice,' says van Gelderen. 'It will be the real test.'

input from both the captain and the owner ensured the deck layout was practical and attractive

The sail plan and cockpit layouts will be the same for future F class yachts but other changes can be made

The yacht's practical interior spaces are designed to make racing easy rather than for comfortable cruising

*Firefly* is relatively simple to sail, for example, she has asymmetric pole-less spinnakers





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words: Roger  
Lean-Vercoe  
photography:  
Dick Holthuis;  
Flypictures



# E & E

INSPIRED BY THE DESIGN OF HER OWNER'S PREVIOUS  
YACHT, *E&E* SHOWS HOW A COMMON SENSE LAYOUT,  
STYLISHLY EXECUTED, CAN ENHANCE LIFE ONBOARD



At 5am on the 18 July last year, the population of the little town of Aydıntepe, near Istanbul, watched in amazement as a huge yacht rolled through their streets, with just centimetres to spare between its hull and the houses. Carefully pre-planned, the passage was completed without damage, apart from a balcony that had to be temporarily reduced in size. Named *E&E* after the owner's grandchildren, the yacht had been started in Cizgi Yacht's hull-building facility 10 miles inland and would be finished at their waterside shipyard in Turkey's yacht-building hub, Tuzla.

It's unlikely that any yacht-spotters were up early enough to see *E&E*'s first overland voyage, but had they been, they might have noticed its resemblance to another Tuzla-built yacht – *Jasmin*, a chunky, 36.8m trawler-style expedition yacht designed by Dick Boon of the Netherlands-based Vripack, that was launched in 2003. This is no coincidence. *E&E* belongs to *Jasmin*'s owner, a man who loved his yacht so dearly that he wanted a modern replacement. Eight years ago, *Jasmin* pioneered a novel layout that made enormous practical sense. The proof of its success is reflected in the yacht's lucrative eight-year charter history, with a high proportion of repeat clients. Surprisingly, *Jasmin*'s unique layout has not been adopted by other yacht designers, but when the time came for her owner to build a new yacht, there was never any question about the layout.

The mission for *E&E*'s designers was to modernise *Jasmin*'s design and wrap it in a more sophisticated exterior design package, while adding volume and functionality. This process incorporated detailed brainstorming sessions attended by the owner, his yacht manager Sansal Ilgun (who also represented him during *Jasmin*'s build), and Bart Bouwhuis, director of design at Vripack, who would design and style the yacht. Later, the Netherlands-based designers Art-Line were commissioned to design the interior, while specialist yacht furniture-maker Modus, from Istanbul, won the manufacturing contract. ALG Design, also from Istanbul, were made responsible for the crew area layout and the deck detail, while Endaze Engineering, a Tuzla-based engineering office (who could be represented on-site throughout the build) undertook the yacht's final naval architecture, detailed design, and engineering.

When it came to deciding who would build the yacht, the obvious route would have been to return to *Jasmin*'s builders, but this was not the chosen course. It had been extremely costly to make small modifications to *Jasmin*'s design, and there were delays as drawings were shuffled between departments within a large organisation. As changes to the new design were considered inevitable, it was decided to place the build at a smaller shipyard,



‘The mission for *E&E*'s designers was to modernise *Jasmin*'s design and wrap it in a more sophisticated exterior design package, while adding volume and functionality’



*E&E* offers ample outdoor spaces, such as the area forward of the bridge (top), the private sun deck above the bridge with a spa pool (above left) and ‘upwards spraying’ shower (above right), as well as an impressive alfresco dining area aft







which could focus its entire resources on the task. The chosen yard was Cizgi Yacht in Tuzla – a relatively new builder with just two previous yachts to its credit, but its star attraction was that Ahmet Adali, *Jasmin's* highly competent former project manager, now worked there. The build team was also reinforced with experienced quality control managers for both interior and exterior work, while, to protect the yard from runaway costs and ensure them a fair profit, a 'cost-plus' contract was agreed. This would guarantee the shipyard a fixed profit and remove any temptation for it to save on the cost and quality of materials. Engaging a relatively inexperienced yard for the build, packing them with outside talent and imposing a cost-plus contract might seem a risky strategy, but its ultimate success was evident from the broad smile on the face of the owner as he showed visitors around his new yacht during this year's Monaco Yacht Show.

You may be wondering what about the layout of *Jasmin* was so special that it became the starting point for *E&E*. The theory is simple. No one would choose to position a guest bedroom in the cellar of their home, where windows are small and the noise from the boiler ruins sleep. So why do we generally choose this position in a yacht? Especially when most yachts have a 'traditional' layout with two saloons, one of which is underused by guests. The obvious answer is to rework the standard plan, and this is what was done. In *Jasmin*



The upper deck games room (above) offers the interior's finest nautical panorama, while the design of the dining 'island' (below) leaves plenty of room to move about the room. The soft white seating area in the main saloon (opposite) offers a comfortable retreat











the lower deck was entirely devoted to crew, services and machinery, while guest accommodation was on the upper deck, with large windows framing the great views available at this elevation. The bridge was placed one deck up, with optimum visibility, while the tenders were stored aft on a boat deck.

This layout was found to be highly successful. It was reworked for *E&E* to create several new areas that were made possible by her greater volume, which just slips beneath the 500 gross tonne barrier that can severely complicate the running of a yacht. Foremost among the new outside areas is a delightful guest deck just forward of the bridge, which is cut into the slope of the superstructure. With ample seating and two occasional tables it is an ideal place to relax and watch the scenery go by. Then the small deck above the bridge – a storage area on *Jasmin* – has been turned into a cosy and very private sun deck, incorporating a spa pool, a clever 'upwards spraying' shower, a head and a sizeable sunbathing area. The crew were not forgotten either, as the foredeck, fitted with seating and sunshades, has been devoted to them.

Of course, *E&E* also retains the deck areas that were so popular with guests and charterers of *Jasmin*. The main deck aft, immediately adjacent to the saloon, offers a well-shaded lounging and dining area with immediate access from the bathing platform while, just above, is the yacht's main gathering point with a central 12-seater dining table, bar, television and casual seating.

Within the yacht's interior, room has been found on the upper deck for a superb panorama lounge with 180 degrees of forward view, as well as four guest cabins

(two twins and two doubles), the two aft-most of which have direct access to the side decks. The main deck remains traditional, with a combined saloon and dining saloon, galley, starboard entrance lobby and stairwell amidships, and the master cabin forward. The crew benefit too. Without guest cabins on the lower deck, the crew mess is huge for a yacht of this size, as are the laundry, food stores and six crew cabins. Another surprise awaits at the forward end of the crew passageway where stairs rise to a spacious main deck store room forward of the owner accommodation. A yacht of this size offering 930 square metres of floor space on five decks, equitably divided between owner areas, guest cabins, public spaces, decks and the machinery and crew areas, is a rare and wonderful beast.

All of this is wrapped up in a highly attractive exterior package that, while reflecting the general appearance of *Jasmin*, has much softer lines. *E&E* is, however, a tall yacht with a full deck level more than comparable vessels, and this called for careful design work to ensure that she would be comfortable at sea. The yacht's centre of gravity had to be kept low, so she has a solid steel skeg and thicker hull plating than usual in the lower sections, while the superstructure up to the floor of the bridge deck is aluminium and above this it is composite. To verify comfort in the guest accommodation, the initial lines plan from Vripack was extensively tried in free-floating tank tests at the well respected MARIN facility in The Netherlands, while her power requirement, stability and roll characteristics, the bulbous bow shape and the skeg and stabiliser positioning, were optimised. During the build the yard carefully monitored her

***E&E*'s central staircase features high-gloss Indian apple veneers and glass (opposite, left), while an area of the saloon has been set up as an 'iPod corner' (opposite, right). Guests can enjoy panoramic views from the main deck dining area (above), while the more adventurous take a spin in one of the yacht's toys (opposite, top)**











The bed in the owners' suite is encircled by backlit onyx (opposite) and the space is flooded with light from huge windows (right). It features a shower room (opposite, below middle) and bathroom. Guest accommodation (opposite, below left) is on the upper deck and bathrooms (opposite, below right) feature onyx, mosaics and glass sinks



weight, recording all material taken aboard and weighing the hull every three months. Such care paid off – when launched, she floated exactly on her lines and was trimmed to perfection.

By the time Art-Line was brought into the project, the original Vripack floor plan was under construction. Art-Line, however, suggested changes – from a symmetric layout to an asymmetric one – and, accepted by the owner, these vindicated the decision to build at a yard where the cost of change orders and time delays could be minimised. Even so, this major change cost two months – in another yard it may have proved impossible.

The quality of the interior design and of Modus's furniture construction is obvious on entering the saloon. Trimmed with the rich warm tones of Indian apple veneer, Art-Line used an extremely wide palette of materials, including backlit onyx, wengé flooring, stainless steel, leather, golden paint and a stunning combination of acrylic and wengé slats moulded into panels and used as highlights. The carefully chosen colours and textures create a calm, sophisticated and comfortable living space that is perfectly suited to the casual lifestyle aboard a modern yacht. An unobstructed passage flows along the starboard side, passing two seats set against the windows, while two semi-circular structures, forward and aft on the port side, provide a semi-enclosed TV lounge. A dining table – adjustable to seat either eight or 10 guests – fills the central space for those few occasions when meals are not taken on deck.

In the master and guest cabins matching squares of leather and silk dominate the bedheads, while onyx, Indian apple veneers, and mosaic tiles in autumnal colours decorate bathrooms. The master cabin, flanked on either beam by three floor-to-ceiling windows, incorporates an office, a modern chaise longue and a king-sized bed set within a circle of onyx in an otherwise

carpeted floor. Behind the bed, twin bathrooms – his with a vast shower and hers with a bath – are lined with honey onyx and separated by a glass window that, for privacy, can be made opaque at the flick of a switch.

Despite the yacht's modest length, none of these spaces seem undersized. The reason is not that the designers have used the old trick of squeezing the crew and machinery spaces – these are vast – but because a second (underused) saloon has been omitted. Surely other owners must see the advantage of this rationalisation.

As with the rest of the yacht, *E&E's* command and control areas and her machinery spaces are all well sized, laid out and constructed, and fitted with industry-standard machinery and equipment. This is also a highly efficient yacht. Despite being 3.7 metres longer and 163 tonnes heavier than *Jasmin*, *E&E* delivers the same performance with just 75 extra horsepower. Better still, she consumes just 150 litres per hour at her 11 knot cruising speed with two main engines and one generator running to give much improved economy and range. Performance and comfort in a seaway were also as predicted by the tank tests. On her maiden voyage from Istanbul to Monaco she encountered Force 7 headwinds and big seas, but delivered excellent stability, low levels of noise, and a total lack of vibration. Certainly, achieving these results had a design cost and extra time in a model tank, but as her owner says, 'You pay once for good design but you get great fuel savings every time you use her – and that must make sense'.

What also makes sense in these times of economic uncertainty, is that *E&E* cost under €20 million to construct – possibly 30 per cent less than in a northern European yard. For an attractive, well-finished, high-volume yacht like this, that makes an excellent price to quality ratio – a comforting thought for any potential owner.





Guests in the forward bridge deck area enjoy the same vistas as the captain

The private owners' sun deck features a spa pool and a fun, upwards spraying shower

Breaking with tradition, guest accommodation is located on the upper deck, with great views

The games room offers some of the finest panoramas on the yacht

The owners' suite features an office, shower room, bathroom and an extremely glamorous bed

The saloon offers both a relaxing seating space and a sophisticated dining area, without feeling cramped

Crew accommodation and facilities, storage and technical equipment are all given generous space

### E&E Cizgi Yacht

**LOA** 42.09m

**LWL** 37.36m

**Beam** 9.15m

**Draught** 2.72m

**Displacement** 480.8 long tonnes (design load)

**Gross tonnage** 487 gross tonnes

**Speed (max/cruise)** 14 knots / 11 knots

#### Engines

2 x Cat C-32, 750Hp @ 1,800 rpm

**Range at 11 knots** 4,500nm

#### Construction

Steel hull, aluminium and composite superstructure

**Generators** 2 x Kohler 80EFOZD 80kW; 1 x Kohler 50EFOZD 50 kW

#### Bowthrusters

Quantum QT-150

**Fuel capacity** 70,826 litres

**Water capacity** 21,500 litres

**Owner and guests** 10  
**Crew** 9

**Classification** ABS, MCA, AMS, LY2

#### Tenders

1 x Castoldi Jet Tender 18',  
2 x Northstar 575RW (5.7m)  
**Naval architecture** Vripack/Endaze

**Design and exterior styling** Vripack

**Detailed design/engineering** Endaze

**Interior design** Art-Line Interiors

**Interior design in crew areas** ALG Design

#### Sales broker

[E&E is for sale by Burgess/Oceanstyle]  
Richard Lambert  
tel: +44 20 7766 4299  
email: RLambert@osyachting.com

#### Charter contacts

Superyacht Management  
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Sansal Ilgun: silgun@myEandE.com  
Merve Eyilik: meyilik@myEandE.com

#### Builder/year

Cizgi Yacht/2011  
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words: Nigel Sharp  
photography: Selim Kemahli/Oyster Marine





## SARAFIN

‘When a customer has signed a contract and decided on materials we build a mock-up cabin and completely fit it out, even including light switches, so they can confirm it’s what they want’



In 2007 an agreement was made between three companies – Oyster Marine, Dubois Naval Architecture & Yacht Design and RMK Yachts – to produce a new range of superyachts. The first of these, the Dubois-designed Oyster 100 *Sarafin*, has recently been completed at RMK’s yard just outside Istanbul, while a second 100 and a flybridge 125 are due to be launched next summer.

Oyster Marine’s long history of producing semi-production yachts gives their clients the benefit of a proven product, which can be built efficiently and relatively quickly, but also allows a large degree of customisation. While these principles are being applied to the new range, the company has deliberately set out to incorporate features normally seen in larger

superyachts, rather than simply building longer versions of their smaller boats. For example, at an early stage the decision was made to comply with Lloyds #100 A1 SSC Yacht Mono G6 MCH classifications, which are very nearly the highest standards they could have chosen.

‘It’s quite a statement we’ve made by going to that level,’ says David Tydeman, CEO of Oyster, ‘and it’s a quality endorsement for both RMK and Oyster Marine.’

Although other options were considered, it was decided that the hulls and decks should be of composite resin-infused construction.

‘It is the superior material for a salt water environment,’ explains Murray Aitken, superyacht sales director of Oyster. ‘Although RMK actually had little previous experience of this material, the team rapidly got to grips with the







The yacht's outdoor areas are both functional and comfortable (left). In preparation for the *Sarafin* hull (above), RMK moulded three 11.3-metre racing boats with the techniques and materials that would be used on the Oysters. Oyster 100-02 and Oyster 125-01 are already in fit out for delivery in 2012 (right)



technology required to build composite yachts of this size,' says Hamish Burgess-Simpson, Oyster's Turkey-based project manager.

Guided by specialists Polyworx, an intensive training programme was carried out, including the moulding of three 11.3-metre racing boats – designed by RMK project manager Stephen Thomas – with the same techniques and materials to be used on the Oysters. One of these was subsequently fitted out and named *Holding Pattern*, and has been raced with some success in the Solent.

A unused factory at the 90,000 square-metre RMK shipyard was rebuilt and now includes a fit-out shed for four yachts, and an oven – said to be the biggest in Europe – in which the hulls are post-cured. The costs of the plugs and female moulds were shared equally between Oyster and RMK.

The day the first 100 hull was resin-infused was a tense one for everyone involved, but all went well. 'It was hugely satisfying to see that what actually happened matched the computer model,' says Aitken. The subsequent moulding of the first 125 hull created a world record of 6.2 tonnes of resin in one four-hour infusion.

Dubois' responsibilities included the exterior styling, while Oyster's design team took care of the structural design, interior space planning and joinery details.

Central to *Sarafin's* internal layout is the deck saloon, a universal feature of the whole Oyster range; aft there is

an owner's and two guest cabins, all with en-suites; forward is the lower saloon, galley and crew quarters. There are layout change opportunities forward, where an extra sleeping cabin could be included, but Oyster is keen that the standard layout should be retained in the rest of the boat, to maintain build efficiencies. However clients can make changes to details – a wardrobe instead of a chest of drawers, for instance – and can stamp their individuality by choosing different timbers and fabrics.

'When a customer has signed a contract and decided on the materials,' says Aitken, 'we then build a mock-up cabin and completely fit it out, even including light switches, so they can confirm it's what they want.'

The materials chosen for *Sarafin* include walnut (high gloss for the joinery units and matt for the soles), Magilite headlinings, Rubelli bulkhead panels, and top quality Italian marble for the bathroom worktops and showers.

The fit-out is high quality and there is great attention to detail: the worktop fiddles, for instance, are profiled to provide effective handholds at sea. And she is very spacious. 'The useable internal volume of the boat, at some 410 metres cubed, is more than we expected,' says Aitken. 'She is a big 100-footer with a long waterline length and a good beam which is carried well aft.'

The design ensures that outside views are maximised from almost all cabins. The hull portholes – in 36mm-thick laminated glass to avoid the need for unsightly



‘The bulkheads are up to 20cm thick because the structural part is clad each side with a variety of insulation materials, and each cabin is ‘floating’ within its space’



deadlights – are substantially bigger than those on smaller and earlier Oysters and are all at a perfect height.

With the help of sound specialists Van Cappellen, a huge amount of work has been done to minimise noise throughout the boat. The bulkheads, for instance, are up to 20cm thick because the structural part is clad each side with a variety of insulation materials, and each cabin is ‘floating’ within its space. The result is so effective that while we were at sea the most noticeable noise when the engine and one generator were running was that of the air-conditioning fans, and even that is expected to improve when planned modifications have been carried out to the baffles and fan speed control.

*Sarafin's* rig consists of carbon spars with in-boom furling, a blade jib and reacher, and a removable inner forestay for a storm staysail. We took her sailing in the Sea of Marmara in an offshore breeze averaging 21 knots with the mainsail reefed down to the first batten. We easily achieved some impressive speeds including 9.5 knots at a true wind angle of 37 degrees, which increased by a knot when sailing freer at 45 degrees; and with the wind just aft of the beam and the reacher unfurled, we had a short burst of 12 knots. Occasionally a bit of extra sea gave the impression that she is likely to have a comfortable motion in rough weather. ‘We are very pleased that the boat’s performance meets expectations,’ says Ed Dubois, founder of Dubois Naval Architecture & Yacht Design.

Over the main guest seating area – forward of the helm consoles and away from moving ropes with the headsail sheet and runner winches located further aft – is a Bimini with a fixed perimeter and sliding fabric mid-section, but its interference to the helmsman’s visibility was minimal. The steering was a little stiff but that’s part of the builder’s sail trial process and a Lewmar engineer was expected to fix it the next day with a simple gearing modification.

Although the MCH part of the Lloyds classification ensures that engineering systems are of a high standard, Oyster has been keen that ‘small superyacht’ features are included. The Cummins engine – 355hp for propulsion driving a Hundested controllable pitch propeller, and two Onan 27kW generators each with a PTO and hydraulic pump – all receive their fuel from a day tank after it has been polished; and oil changes are easy with all sumps directly connected to a waste oil tank with new oil delivered via a nozzle from another tank. The engine room has a small area of standing headroom next to the entrance as well as below the escape hatch.

*Sarafin's* Australian owner previously had an Oyster 68, which he bought in 2006. According to Lachie Paramor, *Sarafin's* captain, he got it ‘to see if he and his family liked it, in which case he would get a serious boat to sail around the world in. And this is it!’

The new yacht is named after a Turkish wine, a fair amount of which her owner shared with Aitken the







Clients can stamp their individuality on the Oysters by choosing different timbers and fabrics. Materials chosen for *Sarafin* include bright fabrics (top) high-gloss and matt walnut (above and opposite top). The kitchen worktop fiddles have been profiled to provide effective handholds at sea (opposite bottom)



SARAFIN *Oyster Marine*

**LOA** 30.80m  
**LWL** 28.62m  
**Beam** 7.57m  
**Draught** 3.90m

**Displacement**  
 105 long tonnes (lightship)

**Gross tonnage**  
 114 tonnes

**Engine**  
 Cummins QSM11 'C'  
 355Hp  
**Speed (max/cruise)**  
 12.2 knots / 10 knots  
**Generators**  
 2 x Onan 27kW  
**Bowthrusters**  
 Lewmar 400 SVTAH 60Hp

**Mast and boom**  
 Carbon mast and in-boom  
 furling, by Hall Spars  
**Fuel capacity**  
 7,250 litres  
**Water capacity**  
 2,330 litres  
**Owner and guests** 2/6

**Crew** 4  
**Tenders**  
 (Standard) Castoldi Jet 14  
**Construction**  
 Composite FRP  
**Classification**  
 Lloyds 100 A1 SSC Yacht  
 Mono G6 MCH

**Naval architecture and  
 exterior styling**  
 Dubois Naval Architecture  
**Interior design**  
 Oyster Design Team  
**Builder**  
 Oyster Marine  
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 email: superyachts@

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evening they shook hands on the deal to build her. *Sarafin's* first port of call will be Palma, where any shakedown issues can be resolved by Oyster staff at their new base there, and then she will head to the Caribbean. She will eventually be based in Australia, but probably not for another two years during which time the yacht is likely to return to the Mediterranean and may visit Scandinavia.

'We will have a crew of four most of the time,' says Paramor. 'Keeping the boat in good condition and

staying on top of all the systems will be the important thing, but there is good access to everything.'

'She is a genuine superyacht and I am delighted with the finish and overall feel of the boat,' Dubois tells me – and he is right to be. Paul Johnson, RMK's Oyster project director, thinks that some people's perception might still be that countries like Turkey are not capable of high-quality work. If his assessment is correct, this boat, and those that follow, will go a long way towards changing that image.



The main guest seating area is forward of the helm consoles away from any moving ropes

The rig has carbon spars with in boom furling, a blade jib and reacher, and a removable inner forestay for storm staysail

The hull portholes are much bigger than on smaller and earlier oysters and are at a perfect height

sound specialists were brought in to minimise noise and they expertly insulated cabins and bulkheads





42' 48' 57' 60' 65' 70' 75' 84' 85'



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# OCEAN TRAVELLER



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Brokerage news  
round-up

A screenshot of a 'MARKET INTELLIGENCE' report. It contains several tables with columns for 'Brokerage', 'Vessel', 'Type', 'Status', and 'Date'. The tables list various vessels and their associated brokerages, along with their current status and the date of the report.

MARKET INTELLIGENCE				
Brokerage Intelligence				
Brokerage	Vessel	Type	Status	Date
...	...	...	...	...
Vessel Intelligence				
Vessel	Type	Status	Date	...
...	...	...	...	...
Market Intelligence				
Market	Intelligence	Date	Status	...
...	...	...	...	...

158

Market analysis  
and intelligence

138

Exploring the emerging  
cruising grounds of  
Taiwan with *Ambrosia III*



# The Beautiful Island

*Ambrosia III* tries new facilities in ancient Taiwan

words:  
Suzy Rayment  
photography:  
Istockphoto.  
com;photoshot.com;  
courtesy of Taiwan  
Tourist Board;  
robertharding.com



THE PORT OF KAOHSIUNG IN TAIWAN HAS HAD A LONG ASSOCIATION WITH SHIPPING AND SHIPBUILDING, BUT NOW IT'S ABOUT TO PUT ITSELF ON THE MAP AS A SUPERYACHT DESTINATION. *AMBROSIA III* IS ONE OF THE FEW LARGE YACHTS ENJOYING THIS EMERGING CRUISING GROUND



Taiwan's rich and colourful history dates back about 10,000 years to the early settlers who are believed to have come from nearby Malaysia, The Philippines, Indonesia and other islands in the western Pacific. The descendants of these tribes remain in Taiwan today, representing almost half a million people who still preserve the practices of their ancestors.

With its natural resources and strategic location off the southeast coast of mainland China, Taiwan also attracted colonisers, both western and oriental. The Netherlands and Spain fought for control of the island in the 17th century and for 50 years, from 1895 to the end of World War II, Japan occupied Taiwan.

Each of these groups – from the original Asiatic tribes to the European colonists – has contributed to modern Taiwan, where myriad elements of religion, architecture, language, lifestyle and cuisine have been pieced together in an exciting and vibrant mosaic. Over the years, the tiny leaf-shaped island has had nearly as many names as rulers. It's now formally part of the Republic of China but is still commonly called Taiwan. Prior to this, it was Formosa, from the Portuguese Ilha Formosa, meaning 'beautiful island', named by 16th-century Portuguese explorers.

The island, known for its buoyant economy and technological output, is opening up to yachtsmen and setting its sights on attracting



Officially part of China but with a distinctive local flavour, Taiwan is constantly evolving. Kaohsiung offers visiting yachts excellent facilities and a wealth of cultural attractions, such as the Shuen-sanzi-ten temple (opposite)







China

East  
China Sea

Taipei

Hsinchu

Taiwan Strait

Changhua

Penghu  
islands

Taiwan

Hualien

Alishano

South  
China Sea

Tainan

Taitung

Kaohsiung

Tungkang

Pacific  
Ocean

Lanya

• Oluanpi

superyachts, with the southern port of Kaohsiung leading the way in this endeavor. While the capital Taipei to the north is Taiwan's political and economic centre, Kaohsiung, a bustling port on the southwest coast and the country's second-largest city, is a hub for shipping – and more recently yachting. In recent years it has reinvented itself as a modern city with wide streets, cultural venues and harbour-side parks and restaurants.

The local government is working to attract superyachts, both with the development of the Love River Marina Kaohsiung complex (and beautification of the surrounding area) and with a substantial reduction in bureaucracy and administration for visiting yachts. The local authority's vision for the harbour involves not only refurbishment, but also the creation of a vibrant cultural and economic hub. The atmosphere of Kaohsiung is that of a city 'on-the move' but it still has a relaxed ambiance that is attractive to visitors. The city's population has become more affluent in recent years, demanding a richer cultural environment. Thus the banks of the Love River, which once had a dubious reputation, are now lined with parks and feature attractions such as the Museum of History and the Pier 2 Art District.

Also by the river, in the heart of the city, Love River Marina offers secure stern-to berthing for large yachts. It accommodates yachts of up





The local government is working to attract superyachts, both with the development of the Love River Marina and with a substantial reduction in bureaucracy for visiting yachts



With a new underground system it is easy to travel between Kaohsiung's growing number of restaurants, retail areas and evening spectacles, including Liuhe night market (below)



to 140 metres, with 20 berths for yachts up to 30 metres and 10 berths for yachts of more than 30 metres. There are few marinas in Asia that can accommodate large yachts, and even fewer that offer berths for significant numbers of them.

Local authorities have also reduced paperwork to a minimum for visiting yachts and now offer unrestricted crew visas and substantially relaxed immigration procedures that are unique within the region. Crew of any nationality can stay for up to a year without having to renew their visas.

The owner of *Ambrosia III*, a 70-metre Benetti, has been enjoying cruising out of Kaohsiung.

'Other Asian cities such as Hong Kong enforce highly restrictive regulations, making it very difficult for superyachts to base themselves there for any length of time,' says Paul Brackley, the owner's representative and former captain. 'Some boating destinations in mainland China make it extremely difficult for visiting vessels to process the necessary paperwork, and immigration can be time consuming and expensive. Kaohsiung is a breath of fresh air in that respect and can be very economical for yachts and crew who are looking to base themselves in the region for extended periods of time.'

Other major draws to the area are the refit facilities available to superyachts. 'All the major equipment and component brands that can be found on superyachts have agents in Kaohsiung,' says Brackley.





Kaohsiung is also a wonderful jumping-off point. Within an easy day's sail is the Penghu archipelago, a chain of 90 small islands locally known as the pearls of the Taiwan Strait



Companies such as Caterpillar and SeaTel all provide excellent service. This, combined with the ease of finding qualified workers and experienced technicians, makes Kaohsiung a prime location for any refit work. High-quality spraying and repairs are offered by local yards such as Jade Yachts and Horizon, two of the better-known yards who are also builders of superyachts in their own right.

Despite development, Kaohsiung has certainly not lost its traditional charm. The Lotus Pond in the north of the city has been popular since the Qing dynasty and is well known for the 20 temples dotting the shoreline. The British Consul's Residence is a reminder of the British Empire trading era when tall ships sailed into the harbour. Cijin Island, just a stone's throw from the city centre, features a 17th century temple dedicated to Ma Tzu, which is famous for its stone carvings and reliefs.

The island is home to a lighthouse, built in 1883 during the Qing dynasty, and a population of monkeys who greet visitors on arrival. After a steep climb up to the restaurant-lined Seafood Street, you can enjoy a well-deserved sundowner while taking in the harbour views.

Kaohsiung is also a wonderful jumping-off point for horizons beyond. Within an easy day's sail is the Penghu archipelago, a chain of 90 small islands locally known as the pearls of the Taiwan Strait. The Penghu islands have a combined coastline of 172 nautical miles and share an eclectic history that includes Dutch, French, Japanese and Qing Dynasty influences. Until recently, the area was closed to visiting yachts due to its proximity to mainland China, but cruising permits now can be obtained, and *Ambrosia III* was the first foreign-registered vessel to be granted one.

Only one third of the islands are inhabited, their small towns and fishing villages offering recreational retreats for the Taiwanese. On the main island, Makung (or Magong) is a modern town, but with narrow cobblestone alleys and temples, this seaside town has a history that stretches back to the 14th century. The Penghu Ma Tzu temple is believed to be the oldest in Taiwan, and other attractions include a Living Museum that introduces all aspect of Penghu life to the visitor. The local 'wet' market has produce from both land and sea, and if you time it correctly you can purchase the 'salt-bush lamb' (goat), considered a local delicacy. Outside the township lie traditional villages with coral walls, stone walkways and brick facades.

Strong and consistent winds have made Penghu a popular windsurfing destination and the island of Chipei is particularly popular for watersports. It is also famous for the Twin Hearts Stone Weir. Nearby Wang'an is a smaller island that is home to the Green Mossback Turtle Sightseeing and Preservation Centre. Geologically the area is also



Visitors to Kaohsiung can meet the monkeys and visit the lighthouse on Cijin Island, sample 'stinky tofu' at a market, or strike out for the stunning Penghu islands





interesting, as it was formed from the solidified lava of volcanic eruptions some 17 million years ago. Stunning rock formations and towering basalt columns and stacks provide some breathtaking scenery.

But at the end of the day, it is the Taiwanese themselves that make Kaohsiung and the Penghu archipelago such an attractive destination for yacht owners and their crew. 'People here are genuinely friendly,' says Brackley, 'and this makes staying in Kaohsiung a more pleasant experience for all aboard.'

The city is also easy to get around – there's a new underground system, taxis are readily available and scooters are a good option for crew transportation. The cost of living here is very reasonable, and in recent years Kaohsiung has become a great deal more international. Indeed, an influx of language students and schools means that English is widely spoken. Fashionable bars and restaurant are also springing up all around town. Taiwanese people eat out a lot, and so there is always a good restaurant that can accommodate you at any time of day. A local delicacy is Chou Doufu (which means 'stinky tofu') – an acquired taste, is widely available at night markets. Late-night bars feature signature cocktails, and if you are feeling adventurous there is the local Kaoliang liquor made from sorghum, or a locally produced single malt whisky called Kavalan. For those who like to shop, all the major luxury brands – from Louis Vuitton to Chanel and Prada – can be found in the stylish shopping malls that are now a part of the city's landscape.

Continually evolving, Taiwan and is now an emerging cultural force. With good marinas, easy port regulations, professional yard facilities and excellent cruising grounds, its attractiveness to superyachts is ever-increasing, offering their owners and guests an opportunity to experience modern China in a unique way.





## FACT FILE Taiwan

### CONTACTS

#### TOURIST AUTHORITY

web: [www.kcg.gov.tw](http://www.kcg.gov.tw)

#### CHINA AIRLINES :

web: [www.china-airlines.com](http://www.china-airlines.com)

#### PENGHU ISLANDS

web: [www.penghu-nsa.gov.tw](http://www.penghu-nsa.gov.tw)

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#### YACHT AGENTS AND LOCAL ASSISTANCE:

web: [www.jade-yachts.com](http://www.jade-yachts.com)



#### TIME ZONE

GMT +7 hours

#### GETTING THERE

Kaohsiung International Airport offers flights to most southeast Asian countries on a daily basis, and EVA Airlines and China Airlines are the local carriers. Private jets can be accommodated at the airport. The domestic terminal has flights to Penghu with local carriers Uni Air and Daily Air. You can travel from Kaohsiung to Taipei by air as well as via high-speed rail link. Once you are actually in Kaohsiung, transportation around town is convenient, with inexpensive taxis and an effective Mass Rapid Transit System that goes to the tourist attractions.

#### VISA REQUIREMENTS

Most visitors can enter Taiwan without a visa for a 30-day stay. All that is required is a passport valid for six months and an onward ticket. Crew arriving by boat can apply for an unlimited extension to the normal visa, and it is best to apply through a local agent.

#### POLITICS

Taiwan is officially part of the Republic of China (a distinct political entity from the People's Republic of China). It is a multiparty democracy dominated by two political parties – the Kuomintang and the Democratic Progressive Party. Taiwan may retain its autonomous status, but political and economic realities are drawing it more closely into the orbit of mainland China. The ROC came into being after Japan's defeat in WWII. When the Chinese nationalists fled to Taiwan at the end of the Chinese civil war, they brought with them the *crème de la crème* of China's

treasures. That's why today the National Palace Museum in Taipei houses what many experts consider to be the finest collection of Chinese art in the world.

#### WEATHER

Taiwan straddles the Tropic of Cancer and so has two climate zones, tropical in the south and sub-tropical in the north. There are four seasons, with short winters and long, hot summers that bring monsoons. May and June are known for heavy rains, and the typhoon season runs from summer until early autumn.







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## EDITOR'S CHOICE



## VELACARINA

LOA: 25m

BEAM: 5.7m

DRAFT: 3m

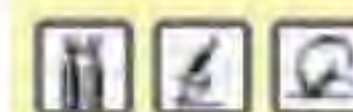
GUESTS/CREW: 4/3

LOCATION: Caribbean

COST: \$35,000 per week,  
plus expenses

## CONTACT:

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ypigroup.com  
www.ypigroup.com



## EDITOR'S CHOICE

*Velacarina*: a 25 metre classic ideal for Christmas cruising

Built by Claassen Jachtbouw in 2005 as the first in Hoek Design's Truly Classic 85 series, she has a sweeping flush deck and a large deck saloon. This area is a much-appreciated feature of the Truly Classic series; it means meals and drinks can be served in the shelter of the deck house where guests can enjoy the scenery in comfort, even in adverse weather.

All cabins, the saloon and the galley have hull portholes, creating a light, bright interior.

In addition, she has a transom that can be dropped to create convenient access to the water and the tender.

*Velacarina* can comfortably accommodate four guests in two double cabins and her racing green hull, bright sails and traditional interior make her another Truly Classic jewel in this ever growing series of world-class sailing yachts.

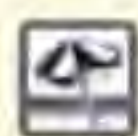
She is the perfect yacht for island-hopping in the Caribbean this winter and is now available for bookings.





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diving



jet ski



bikes



fishing



gym



kayaking



spa pool



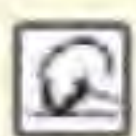
sailing



snorkelling



wind surf



water ski/

wakeboard



inflatables

### Lady Linda

Brand new *Lady Linda* features a palatial and contemporary interior by Evan K Marshall and is helicopter capable



LOA: 57m

BUILDER/YEAR: Trinity/2012

GUESTS/CREW: 12/10

COST: €322,000-€350,000 per week, plus expenses

LOCATION: Mediterranean / Bahamas / Caribbean



#### CONTACT

Burgess Yachts

email: london@burgessyachts.com

web: www.burgessyachts.com

### Sea Shuttle

A classic De Vries Lentsch-designed ketch, *Sea Shuttle* received a comprehensive refit in 2008



LOA: 28.7m

BUILDER/YEAR: Jongert/1983

GUESTS/CREW: 7/4

COST: €23,000 per week

LOCATION: South of France



#### CONTACT

BCR Logemann

Jürgen Logemann

tel: +33 493 34 92 45

email: logemann@bcrlogemann.com

web: www.bcrlogemann.com

### Nymphaea

With loads of toys, space and equipment and an excellent cook, *Nymphaea* is a luxurious floating villa



LOA: 33m

BUILDER/YEAR: Broward Marine/1984

GUESTS/CREW: 6/3

COST: €25,000 per week

LOCATION: Phuket



#### CONTACT

Northrop &amp; Johnson

Rico Stapel

tel: +66 866 900 444

email: rico.stapel@

northropandjohnson.com

web: www.northropandjohnson.com

### E&E

Launched in August, this voluminous yacht features a ground-breaking layout (see the feature in this magazine)



LOA: 42.1m

BUILDER/YEAR: Cizgi Yachts/2010

GUESTS/CREW: 10/14

COST: Upon request



#### CONTACT

Superyacht Management

Merve Eyilik

tel: + 902 164 642 776

email: meyilik@myEandE.com

web: www.myEandE.com

### Andiamo

With spacious decks, a sky lounge and lots of water toys, *Andiamo* feels much larger than her 25 metres



LOA: 25m

BUILDER/YEAR: Monte Fino/2002

GUESTS/CREW: 8/3

COST: \$27,500 per week, plus expenses

LOCATION: Florida / Bahamas / New England



#### CONTACT

Denison Yacht Sales

Ali Kauman

tel: (954) 763 3971

email: ali@denisonyachtsales.com

web: www.denisonyachtsales.com

### Koo (ex-Vent D'est)

This luxurious fast cruising sloop is well equipped for comfort and leisure



LOA: 42.9m

BUILDER/YEAR: Vitters Shipyard/2002

REFIT: 2002/2006

GUESTS/CREW: 8/6 COST: \$100,000 per week

LOCATION: Caribbean



#### CONTACT

Camper &amp; Nicholson's

International

Molly Browne

tel: +44 207 009 1950

email: mb@lon.cnnnyachts.com

web: www.camperandnicholson.com

### Coca VI

Refitted in 2011, *Coca VI* has a spa pool on her flybridge and features a jet ski, canoe, waterskis and wakeboard



LOA: 26.8m

BUILDER/YEAR: Leopard/2000

GUESTS/CREW: 6/3

COST: €35,000 per week

LOCATION: Western Mediterranean



#### CONTACT

Fraser Yachts

Bertrand Mattei

tel: +33 607 932 897

email: bertrand.mattei@

fraseryachts.com

web: www.fraseryachts.com

### Powdermonkey (ex-CYKNOT)

With a spacious aft deck and a large flybridge, *Powdermonkey* is ideal for entertaining



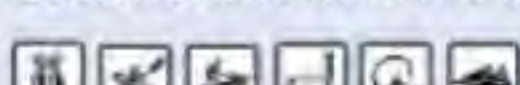
LOA: 31.5m

BUILDER/YEAR: Falcon/2004

GUESTS/CREW: 5/10

COST: €45,000-€58,000 plus expenses

LOCATION: South of France



#### CONTACT

Oceanstyle

tel: +337 97 97 81 20

email: charter@osyachting.com

web: www.osyachting.com





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## IZUMI

Palmer Johnson, 2008, 36.5m / 120ft, 7 guests,

Now priced at €9m

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Jonathan Barbe: +377 93 30 54 44, jb@edmiston.com



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## BOAT OF THE MONTH

### *Harmony*: 50m with luxurious on-deck master suite

Kevin Callahan at **Moran Yacht & Ship** has signed the 50m motor yacht *Harmony* for sale. Delivered by Westport in 2010, *Harmony* can accommodate up to 12 guests in six cabins including an on-deck master suite, a bridge deck VIP suite, two cabins with king-size beds below aft, a twin bed cabin forward to port and a convertible gym forward to starboard with a Pullman berth. Crew accommodation is for up to 12 with the captain's cabin on the bridge deck and five double cabins below deck.

*Harmony* features a lift that services all decks, while propulsion is delivered by two modern four stroke, 16 cylinder diesel engines providing 3650hp each. *Harmony* is being marketed at an asking price of \$36.75 million.

## CONTACT

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# MARKET ROUND-UP

Fraser sells explorer yacht *Nomade*; CNI becomes the central agency for the Wider 150 project; Burgess reduces *Shandor* by €1 million

words:  
Malcolm MacLean



David Legrand at **Fraser Yachts** has sold his central listing, the newly delivered 36.4m expedition yacht *Nomade*, with independent broker Derk Jan Rolff introducing the buyer. Featured in the October 2011 issue of *Boat International*, *Nomade* was built by Turkey's Tansu Yachts and is RINA classed and MCA compliant. She accommodates 10 guests and twin 1300hp Caterpillar engines give her a range of 3,000 nautical miles.

A notable motor yacht that has come on to the market is *Paraffin*. Having sold her to her current owner in 2009, Dennis Frederiksen has signed the 60m Feadship for sale. Designed by De Voogt Naval Architects and built to Lloyds class in 1992, *Paraffin* has classic Feadship lines.

MCA compliant, she accommodates 12 guests in six cabins including an owner's suite forward on the main deck. During her refit in 2010, two new generators and zero speed stabilisers were added and a 10-year Lloyds survey completed. *Paraffin* is asking €44.75 million. Also fresh to the market is a recent signing by David Legrand, the 35m explorer yacht *Surprise*. Built by McMullen & Wing in 2001 and refitted in 2009, her sturdy exterior belies a luxurious interior that sleeps nine guests in four cabins. Currently lying in San Diego, *Surprise* is asking €9 million. Oscar Romano at Fraser Yachts in Italy reports his latest central listing, the 30.2m motor yacht *Avagliani*. Designed by Stefano Righini and built to ABS class in

2009 by Benetti, she's hull number 20 in the yard's successful Tradition series. MCA compliant, her Francois Zuretti interior accommodates eight guests in four cabins plus five crew. *Avagliani* has twin 1000hp Caterpillar engines offering a maximum speed of 14 knots and a range of 2,050 nautical miles at 10 knots. She is asking €6.3 million. In other news, there's been a €650,000 price reduction on Thorsten Giesbert's central listing, the 28.95m motor yacht *Phoenicia*, now asking €2.3 million.

The Antibes office of **Camper & Nicholsons** closed on the sale of the 43.3m motor yacht *Pure Bliss*, with Andrew Cosgreave at Northrop & Johnson introducing the buyer. *Pure Bliss* was built by the Palmer Johnson yard in Wisconsin, USA in 1997 to a design by Tom Fexas and refitted in 2008. Lloyds classed and MCA compliant, she accommodates 12 guests in five staterooms while twin Detroit Diesel engines deliver a cruising speed of 14 knots and a range of 3,500 nautical miles. The asking price was \$12.95 million. A call to David Seal confirms that he's signed the central agency for sale of the new 45.1m Wider 150 motor yacht project and will be working closely with the new Italian Wider yard to bring the



## CONTACTS

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fraseryachts.com

### CAMPER & NICHOLSONS

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tel: +377 97 97 77 00

email: info@mon.cnyachts.com





New Listing

GLADIUS, Akhir 125, 2007

Asking: EURO 9,500,000

10 Guests Lying: West Mediterranean

Joint Central Agents for Sale



CRYSTAL, Dixon 120, 2011

Asking: EURO 14,950,000

12 Guests Lying: Northern Europe

Central Agents for sale



ELISA, Akhir 105, 2005

Asking: EURO 4,650,000 Charter from: Euro 59,000 per week  
10 Guests Lying: East Mediterranean

Central Agents for  
Sale and Charter



Berth also available

Price Reduction

MATANTHAR, Heesen 30m, 2000

Asking: EURO 4,245,000

8 Guests Lying: West Mediterranean

Central Agents for sale



ONE O ONE, Ferretti Custom Line 94, 2003

Asking: EURO 2,950,000

9 Guests Lying: West Mediterranean

Central Agents for sale



New Listing

SEL, Dalla Pieta 72, 2008

Asking: EURO 1,950,000

7 Guests Lying: West Mediterranean

Central Agents for Sale

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YACHT MANAGEMENT



## MARKET ROUND-UP

concept to completion. The Wider 150 is powered by a hybrid diesel/electric propulsion system, which allows it to reduce energy consumption when high speeds are not required. The asking price will be in the region of €21-€22 million. In October last year we reported the sale of Baglietto's 42.9m motor yacht *Oxygen* and now Rytis Babravicius reports that, after a very successful summer charter season, she's back on the market. This avant-garde Paszkowski design, built to ABS class in 2009 has a vast owner's suite on the main deck, plus two VIP cabins and two twin cabins below deck. MCA compliant, her twin MTU engines ensure a cruising speed of 20 knots. *Oxygen* is asking €16.5 million. Jean-Marie Recamier at Camper & Nicholsons in Antibes has seen a hefty price drop on his joint listing with Stuart Larsen at Fraser Yachts, the 44m motor yacht *My Petra*. Built in 2009, *My Petra* is one of the Heesen 4400 series that has been hugely popular since its launch. Her streamlined exterior and naval architecture are a joint product of Omega Architects and the Heesen Yachts Design Team. *My Petra* has an aluminium hull and superstructure with a beam of 9m and a 2.5m draft. She complies with MCA and ABS standards and has cutting edge navigation systems. Her asking price is down from €24.5 million to €22.75 million. There is also news of a significant cut in the price of the 62.5m motor yacht *Icon* from joint central agents Thom Conboy at Merle Wood & Associates and Jean-Marie Recamier. *Icon* is the first launch from Holland's Icon yard and was built in 2010 to Lloyds class and is MCA compliant. Her exterior styling is by Redman Whiteley Dixon and interior design by Studio Linse. She can accommodate 12 guests. Twin 2481hp



Gladius

MTU engines give her a range of 6,000 nautical miles at her cruising speed of 12 knots. *Icon* is now asking €54,900,000, down from €58,750,000. On the corporate side, CNI confirms that Eric de Saintdo has been appointed executive chairman and CEO. Originally assigned both roles on a temporary basis earlier this year, de Saintdo's position was made permanent after he demonstrated invaluable management skills and company vision.

**Burgess** have closed on the sale of the 49.85m motor yacht *La Naturalle Dee*, built by Turkey's Proteksan Turquoise yard in 1994. With an exterior designed by Dubois and a Donald Starkey interior, she can accommodate 12 guests. Her asking price was \$7.9 million. Also sold was the 47m sailing yacht *Klosters*, with Kevin Merrigan at Northrop & Johnson representing the buyer. Built by Perini Navi in 1990, she has a Bermudian ketch rig and is a familiar sight at the world's top regattas. Accommodation is for eight guests in a master suite, double cabin and two twin cabins while twin 610hp MTU engines give *Klosters* a cruising speed of 12 knots. The asking price was €9.5 million. A third sale at Burgess was Heesen's 46.7m motor yacht *Blind Date*, with Thom Conboy at Merle Wood &

Associates acting for the seller. Launched in September 2009, *Blind Date's* exterior design is by Heesen and Omega Architects with an interior by English designers, Keech Green. Accommodating 10 guests in a master suite, three double cabins and a twin cabin, *Blind Date* was asking €26.9 million. News too, of price reductions on three motor yachts as the 49.9m *Shandor* comes down by €1 million to €6.97 million, the 45m *Big D* is reduced by \$2 million to \$7.9 million and there's a \$500,000 cut in the price of the 36m *Blue Attraction*, now asking \$6.5 million. The 38.7m motor yacht *Gladius* has changed central agencies and is now for sale in a joint listing with Burgess, Oceanstyle and Opal Marine with a price reduction. She was delivered by Italy's Cantieri di Pisa yard in 2007, built to ABS class and is MCA compliant. Her interior by Carlo Paladini accommodates up to 12 guests. She has a cruising speed of 24 knots with a range of 700 nautical miles at 21 knots. The asking price of *Gladius* is now down from €9.5 million to €8.75 million.

Michael White at **Ocean Independence** has sold the 90.6m motor yacht *Sunrise*, a joint listing with Peter Thompson. *Sunrise* was built by Italy's Apuania yard in 1991. More a mini cruise ship than a superyacht,



Shandor

## CONTACTS

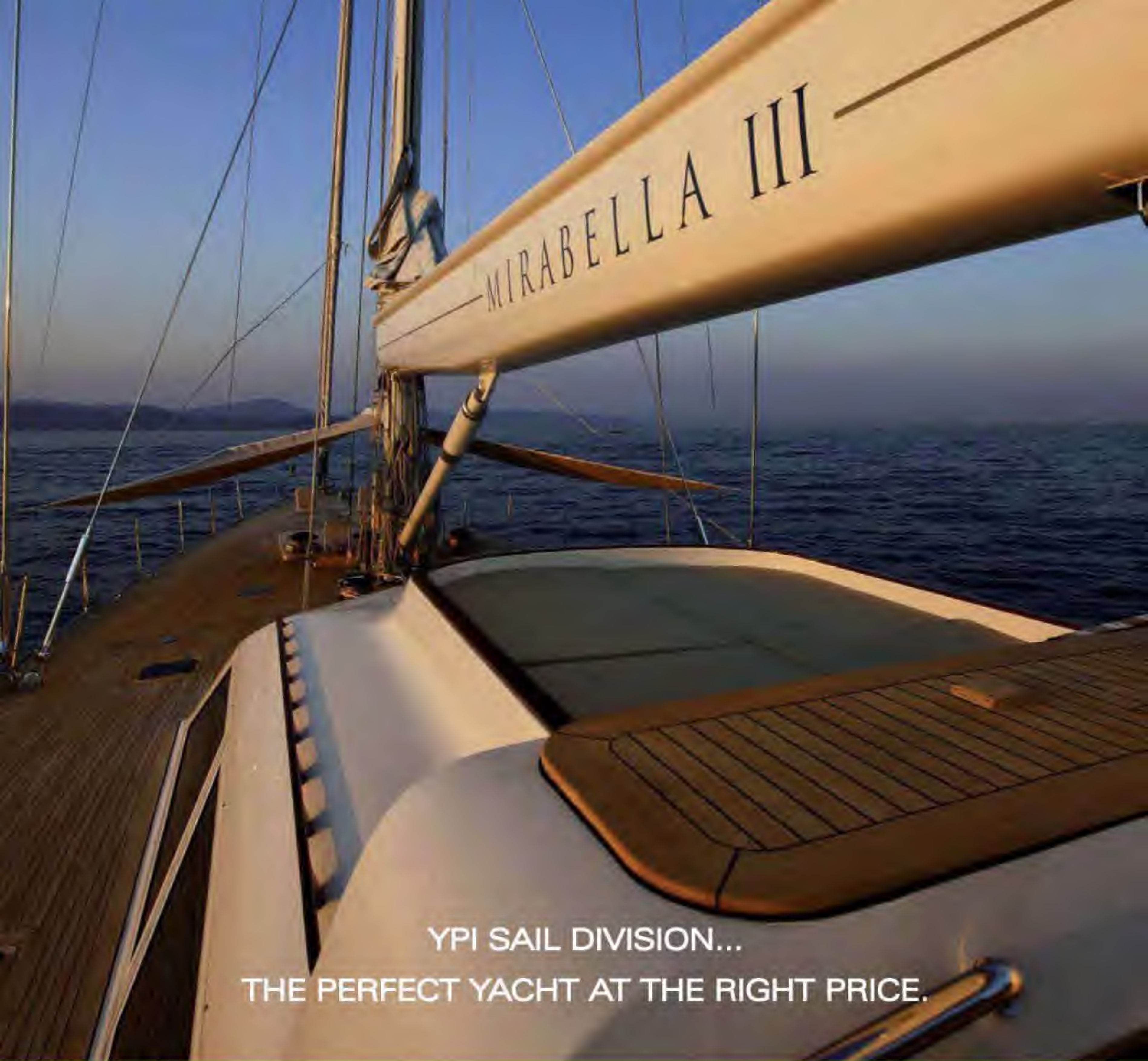
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## MARKET ROUND-UP

*Burkut*

she accommodates 120 guests and is Lloyds classed and SOLAS registered. *Sunrise* has a cruising range of 3,120 nautical miles at 11 knots and was asking €29.5 million. Mario Velona has listed for sale the newly delivered 40.8m motor yacht *Scorpion* from Italy's Sanlorenzo yard. Designed by Francesco Paszkowski and built to ABS class, *Scorpion* is powered by twin 2,340kW MTU engines giving a top speed of 28 knots and a cruising speed of 26 knots. She accommodates 10 guests plus six crew and her asking price is €18.9 million.

At **Merle Wood & Associates**, Merle Wood, Thom Conboy and John Cohen have joined forces to list the 53.9m motor yacht *Burkut* for sale. Delivered by Baglietto in 2009, the steel hulled, full-displacement yacht is Lloyds Classed and MCA compliant. Her striking dark blue hull and sleek exterior styling were executed by the in-house Baglietto engineering team and Francesco Paszkowski. Twin 2000hp Caterpillar engines power her to a maximum speed of 17.5 knots with a range of 4,200 nautical miles at 12 knots and her asking price is €32.5 million. Meanwhile, Bob McKeage has joined Dennis Frederiksen at Fraser Yachts to list the 51m motor yacht *Alibi* for sale. Built by CBI Navi in 2005, *Alibi* can accommodate 12 guests. The asking price

is €19.75 million. In May 2009 we reported the sale of the 48.75m motor yacht *Primadonna*. Now she's back on the market with Merle Wood and John Cohen, renamed *VF-15*. Delivered by Christensen in 2009, *VF-15* is the forerunner of the popular 160 series from the yard and is ABS-classed and MCA compliant. *VF-15* can comfortably accommodate 12-16 guests in six cabins. The full-beam master suite forward on the main deck features a private study. There is a full width VIP and four guest cabins below, all fitted with en suites and the asking price is \$29.95 million. On the pricing side, there's been a \$300,000 price reduction on Broward's 38.1m motor yacht *Showtime*, now asking \$3.4 million.

**Moran Yacht & Ship** has acted for the buyer in the sale of the 45.7m motor yacht *Vantage*. Launched in May 2010, *Vantage* is the seventh yacht in Palmer Johnson's popular 150 Super Sport Yacht Series and was asking \$28 million. Moran also took over the worldwide central agency for sale of the 58.22m motor yacht *Unbridled*. A 2009 launch from Trinity Yachts, this superyacht has a lavish Patrick Knowles interior with intricate styling and attention to detail. There is luxurious accommodation for up to 12 guests in six cabins, including a full-beam master suite, two VIP suites and two twin cabins.

*Unbridled* is asking \$46 million. Finally, the company announced that they've signed a contract with Lurssen for a new build 91m motor yacht called *Project Rio*.

Will Bishop at **Yachting Partners International** signed the 41.6m sailing yacht *Mirabella III* for sale and charter. Launched by Thailand's Concorde Yachts in 1994, she's a member of the renowned *Mirabella* fleet of yachts. Designed by Bruce Farr, she accommodates up to 10 guests in five newly refurbished cabins. An additional Pullman berth is also available. Another motor yacht joins the Yachting Partners sales fleet as Mike Rich confirms that he's jointly listed Baia's 31m *Mirage* with North Star Yachting. A new generation Baia 100 built in 2010 to RINA class, she's one of the fastest luxury yachts in the world, with speeds of up to 50 knots. *Mirage* combines the strong sporting lines of a luxury speed boat with all the comfort and space of a displacement yacht. Her asking price is €7.9 million. Also signed by Mike Rich is a new build project just signed with China's Kingship Marine, a 75m expedition motor yacht called *Arctic Whale*. With an exterior and interior by French designer Eva Cadio, she will sleep 12 guests in six cabins, all en suite and all featuring the latest in audio visual entertainment systems.

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*Vantage**Mirage*



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Asking price € 11,400,000





# MARKET INTELLIGENCE

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## brokerage sales over 24m

name	builder	type	loa-m	country	year of build/refit
Sunrise	Apuania	MY	90.60	Italy	1991
Sweet Pea	Feadship	MY	50.30	Netherlands	2000
La Naturalle Dee	Proteksan-Turquoise	MY	49.85	Turkey	1994
Blind Date	Heesen Yachts	MY	46.70	Netherlands	2009
Klosters	Perini Navi	SY	46.00	Italy	1990
Vantage	Palmer Johnson	MY	45.70	United States	2010
Pure Bliss	Palmer Johnson	MY	43.28	United States	1997
Nomade	Tansu Yachts	MY	36.40	Turkey	2011
Shana	Workboats Northwest	MY	32.61	United States	1990
Marlena II	Overmarine	MY	31.40	Italy	2005
Ma Mu VI	Palmer Johnson	MY	27.40	United States	1992
Moon'n Star	Moonen	MY	25.70	Netherlands	1989
Virtuelle	Tencara	SY	24.00	Italy	1999
Nirvana	Horizon	MY	23.74	Taiwan	2001

## orders over 24m

country	builder	type	loa-m	designers	due
Europe	n/a	SY	100.00	Dubois Naval Architects	n/a
Germany	Lürssen	MY	91.00	n/a	2014
China	Yantai Raffles	MY	90.00	Rainsford Mann Design	2014
Italy	Benetti	MY	50.00	Benetti	2014
Netherlands	Royal Huisman	SY	48.00	Hoek/Rhoades Young	2014
Netherlands	Royal Huisman	SY	46.00	Hoek/Redman Whiteley Dixon	2014
Italy	Tecnomar	MY	45.50	Luca Dini	2013
Netherlands	Jongert	MY	44.00	Dubois Naval Architects	2013
Netherlands	Jongert	MY	43.00	n/a	2013
Italy	Tecnomar	MY	40.00	Luca Dini	2013
United States	Delta Marine	MY	40.00	n/a	2013
Italy	Tecnomar	MY	33.00	Luca Dini	2013
United Kingdom	Sunseeker	MY	26.88	Sunseeker	2012
United Kingdom	Sunseeker	MY	26.48	Sunseeker	2012
United Kingdom	Sunseeker	MY	26.48	Sunseeker	2012
France	JFA	SY	25.91	Marc Lombard	2012
Poland	Sunreef	SY	24.38	Sunreef	2013

## name changes over 24m

former name	builder	type	loa-m	year	new name
6492	Abeking & Rasmussen	MY	78.43	2011	Amaryllis
Sirius	Proteksan-Turquoise	MY	53.70	2009	Chayka
Emerald Star	CRN	MY	42.60	2007	Emotion
Villa Reis	Mondo Marine	MY	39.40	2008	Maestro
Kamaxitha	Horizon	MY	38.80	2007	Claudius
Nomade	Tansu Yachts	MY	36.40	2011	Bartender
115/9	Pershing	MY	35.35	2011	Kuikila
Carol	Sanlorenzo	MY	32.90	2008	Kos
Centurion	Princess Yachts	MY	32.00	2011	Anthea II
Neferet Rà	Wally	SY	30.48	2007	Wally Love
Julia	Benetti	MY	30.20	2009	Avagliani
Elena	Benetti	MY	30.20	2006	Event
Spirit of Bowfish	Jongert	SY	29.45	1991	Alta Marea
Ma Mu VI	Palmer Johnson	MY	27.40	1992	Hope
Perle di Mare	Overmarine	MY	25.07'	1995	Take Off

 EB; [www.boatinternational.com/marketintel](http://www.boatinternational.com/marketintel)


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## ARKLEY

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CENTRAL AGENT



LÜRSSEN 2009 • 60 m • 15.5 knots • 12 guests • 6 cabins



## BEL ABRI

275 000 EUR

CENTRAL AGENT



AMELS 2010 • 52 m • 15.5 knots • 11 guests • 5 cabins



## MANIFIQ

140 000 EUR

CENTRAL AGENT



MONDOMARINE 2010 • 41 m • 19 knots • 10 guests • 5 cabins



## SERAFIMA

130 000 EUR

CENTRAL AGENT



MONDOMARINE 2005/2010 • 40 m • 19 knots • 10 guests • 5 cabins



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## New orders hit an annual high as clients adopt a sunnier outlook, leaving September's steady but unspectacular sales in the shade

For the first time in two years, reports of new orders have outstripped reports of existing yacht sales. Seventeen new orders were reported in September, compared with five in August – an annual high by some distance. Mike Kelsey, president of US builder Palmer Johnson, believes that part of the reason for the increase is the changing mindset of clients.

'An intangible that never gets talked about enough is the psychology. It was all wrong in previous years. There were a lot of people that had the money to do it, they just didn't want to do it. And I think we're seeing a change now. There was a lot of really bad press that occurred towards a lot of luxury goods and we're seeing now that people are starting to realise that there's nothing wrong with aspiring to be very successful and have nice things,' he says.

Indeed, his company Palmer Johnson have an 82-metre ice class PJ World under construction in Norway, while in the US it has two 63.47m PJ210 yachts, a 52.2-metre PJ170, and a 41.1-metre PJ135 sports yacht in build.

Kevin Merrigan, president of US brokerage house Northrop and Johnson believes some very tangible factors may also be in play.

'Labour rates are at a low, interest rates are low, the cost of materials is most likely going to go up – there's probably never been a more opportune time than now to build. And shipyards are hungry for contracts, so they're being as efficient as they can in their pricing,' he says.

And what kind of people are making orders? 'From our point of view it's the more experienced buyer that's coming through, someone who's owned a boat before that's enquiring for a bespoke new build that they can tailor to their specific needs,' says Toby Allies, sales and marketing director at UK superyacht yard Pendennis.

'We've also had a high demand for refit slots. We were already at full capacity by the beginning of the 2011/12 winter refit season. The high level of refit facilities combined with the in-house skilled workforce has driven client retention as well as attracted new business.'

### Sales

Although they don't compare favourably with new build figures, sales of existing yachts have remained steady after the August drop, with 14 reportedly sold in September compared to 12 the previous month. As discussed in the previous issue, this second quarter high and third quarter dip reflects a

natural annual cycle – fewer people buy yachts as winter approaches. But Mike Kelsey notes a more buoyant year could have lifted us above such trends.

'If the market is crazy, as in 2006 for example, you're not going to see wild spikes, there'll be an evening out – because a rising tide lifts all boats,' he says. 'But overall, especially when there are fewer buyers, you're going to see the trends work around the seasons when people normally buy yachts.'

But the statistics are still more promising than last year's, with an overall tally of 212 sales compared with 146 by the same time last year, and Kevin Merrigan believes the market is regaining its footing.

'For us it's been a very good and steady year. The sellers have also got much more rational and adjusted to the new economics, like real estate, like stocks, the selling of yachts has changed. And thank goodness we have buyers in the market that appreciate great value.'

Indeed, in September Northrop and Johnson sold 46m Perini Navi *Klosters*, 50.3m Feadship *Sweet Pea* and the 43.28m Palmer Johnson *Pure Bliss*.

### Launches

Positive movements within the industry are yet to be felt in our launch figures. Six September launches were reported, a drop from 13 in August. Last year launches tapered from 12 in July and seven in August, to three in September.

The highlight of this September's launches was the 96m *Vava II* from Devonport, which became part of Pendennis in February 2010 and has recently been rebranded as Pendennis Plus. Toby Allies says the Devonport acquisition has extended their in-house expertise beyond the 60m range.

'We had a choice of having two brands trying to communicate similar messages, in terms of having a UK facility and a UK offering, which was proving confusing to the marketplace and our clients, so we decided to integrate Devonport into the Pendennis family, with Pendennis Plus focussing on the larger side of the business,' he says.

'We have one large refit project, *Dona Amélia* in the outer dock at the moment and another 62m is arriving within the next couple of weeks, alongside numerous enquiries in the new construction side,' says Allies.

And as September's bumper crop of new orders begin their journey to completion, superyacht yards are likely to be bustling for some time to come.

For more analysis: [www.boatinternational.com/market-intelligence](http://www.boatinternational.com/market-intelligence)

## launches over 24m

name	country	builder	type	loa-m	construction
Vava II	United Kingdom	Devonport	MY	96.00	steel/aluminium
Excellence V	Germany	Abeking & Rasmussen	MY	60.96	steel/aluminium
Aldabra	Italy	Codecasa	MY	51.00	steel/aluminium
Kamaxitha	Netherlands	Royal Huisman	SY	49.00	aluminium
Lady Gaga	Taiwan	Horizon	MY	33.53	composite
AZ 100 Grande	Italy	Azimut	MY	30.66	composite

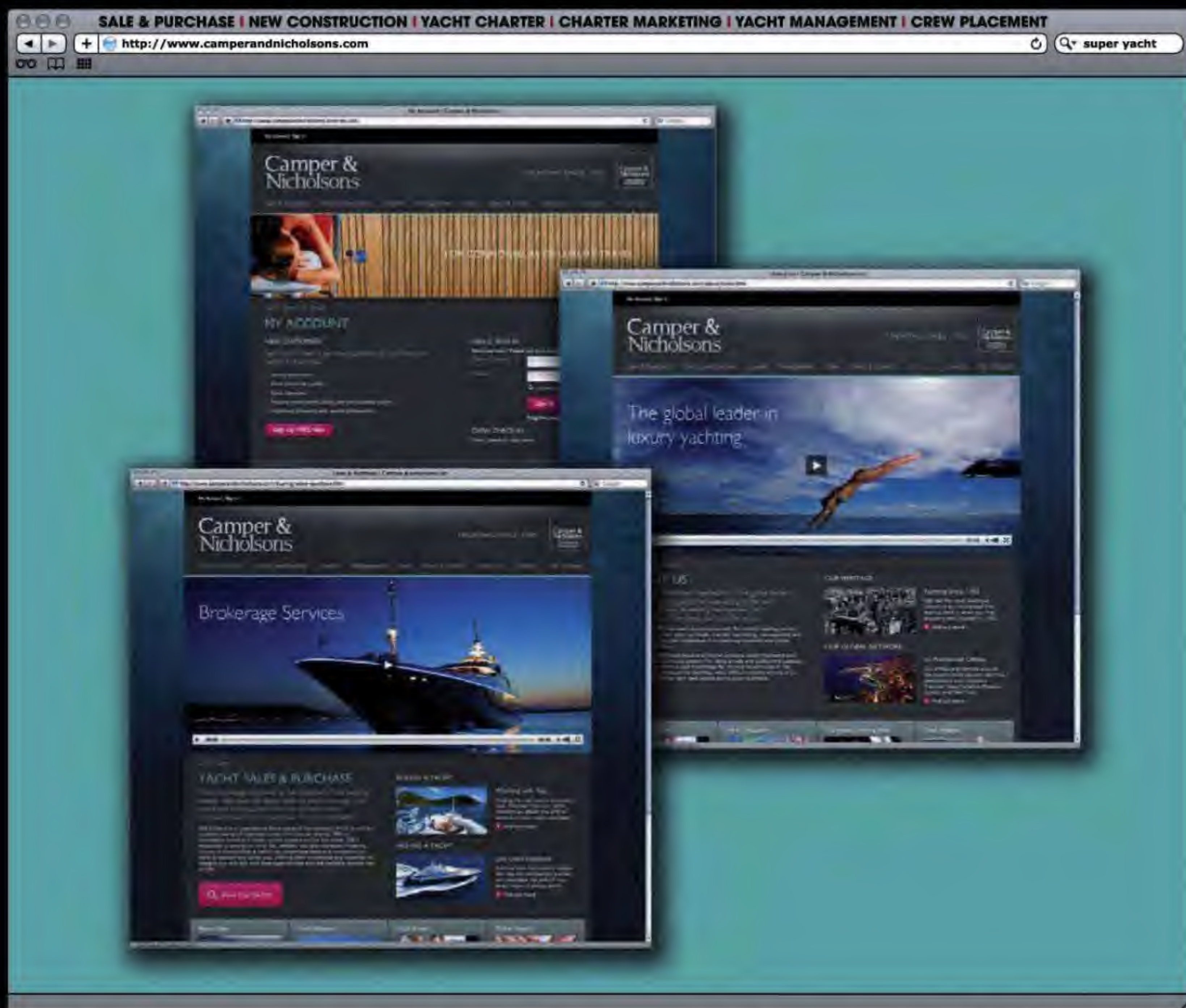


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**NEW CENTRAL AGENCY** Asking price: €21,500,000

**WIDER** 45.1m/147', Wider, 2013

**DAVID SEAL** ☎ +377 97 97 77 00 ✉ ds@mon.cnyachts.com



Asking price: €35,000,000 VAT paid

**SHERAKHAN** 70m/229', Vuyk & Zonen, 1966/2005

**MICHAEL PAYNE** ☎ +377 97 97 77 00 ✉ mp@mon.cnyachts.com



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Camper &  
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International  
YACHTING SINCE 1783



Asking price: €39,000,000  
**BLUE EYES LONDON** 60m/196'1, CRN, 2009  
JEREMY COMFORT ☎ +33 (0)4 92 912 912 ✉ [jc@can.cnyachts.com](mailto:jc@can.cnyachts.com)



Asking price: €9,900,000  
**QM OF LONDON** 49.9m/163'8, Benetti, 1998  
MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ [mp@mon.cnyachts.com](mailto:mp@mon.cnyachts.com)



Asking price: €14,500,000  
**LADY DAHLIA** 47.5m/155'1, ISA, 2005  
JEREMY COMFORT ☎ +33 (0)4 92 912 912 ✉ [jc@can.cnyachts.com](mailto:jc@can.cnyachts.com)



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**MAJOR PRICE REDUCTION** Asking price: €11,950,000  
**SOFICO** 43m/141', CRN, 2009  
JEREMY COMFORT ☎ +33 (0)4 92 912 912 ✉ jc@can.cnyachts.com



**NEW CENTRAL AGENCY** Asking price: €17,750,000  
**SOFIA 3** 42.75m/141', Baglietto, 2008  
FERNANDO NICHOLSON ☎ +1 305 604 9191 ✉ fpn@mia.cnyachts.com



**NEW CENTRAL AGENCY** Asking price: €11,500,000  
**FAMILY DAY** 41m/134'6, Codecasa, 2007  
RICHARD HIGGINS ☎ +44 (0)20 7009 1950 ✉ rh@lon.cnyachts.com - TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tl@lon.cnyachts.com



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Asking price: €8,800,000  
**ANDIAMO** 36.6m/120', Benetti, 2006\*  
 FERNANDO NICHOLSON ☎ +1 305 604 9191 ✉ fpn@mia.cnyachts.com



**NEW CENTRAL AGENCY** Asking price: €5,500,000  
**NAVETTA 33** 32.6m/107', Ferretti, 2008  
 JEREMY COMFORT ☎ +33 (0)4 92 912 912 ✉ jc@can.cnyachts.com



Asking price: €8,600,000 - Available for Charter  
**CD TWO** 43m/141', C.N. Nicolini, 1995/2010  
 JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@cnipalma.com



Asking price: €1,900,000  
**OSPREY** 34.8m/114', Hugh McLean & Sons, 1953/2010  
 MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ mp@mon.cnyachts.com



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Asking price: €5,800,000

**REVITALITY** 33.5m/109'1, Baglietto, 2005

**JEREMY COMFORT** ☎ +33 (0)4 92 912 912 ✉ jc@can.cnyachts.com



Asking price: €4,950,000

**CASSIOPEIA** 32m/104'9, Holland Jachtbouw, 2004

**ARNE PLOCH** ☎ +34 971 40 33 11 ✉ aploch@cnipalma.com



Asking price: €3,950,000 **MACA** 28.3m/92'1, Benetti Sail Division, 2008

**STEEN CHRISTENSEN** ☎ +34 971 40 33 11 ✉ schristensen@cnipalma.com

**MICHAEL PAYNE** ☎ +377 97 97 77 00 ✉ mp@mon.cnyachts.com



Asking price: €4,900,000

**AQUILA** 27.6m/90'6, Sanlorenzo, 2008/2009

**MICHAEL PAYNE** ☎ +377 97 97 77 00 ✉ mp@mon.cnyachts.com



Asking price: €4,400,000

**MM** 28m/90', Pershing, 2008

**MICHAEL PAYNE** ☎ +377 97 97 77 00 ✉ mp@mon.cnyachts.com



Asking price: €1,795,000 **LA DOLCE VITA** 26m/85'3, Moonen, 1999

**MICHAEL PAYNE** ☎ +377 97 97 77 00 ✉ mp@mon.cnyachts.com

**ARNE PLOCH** ☎ +34 971 40 33 11 ✉ aploch@cnipalma.com



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Camper &  
 Nicholsons  
 International  
 YACHTING SINCE 1783



Asking price: €1,395,000  
**YAIZA** 25.6m/83'6", Astondoa 82GLX "Millenium", 2000  
 JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@cnipalma.com



**NEW CENTRAL AGENCY** Asking price: GB£1,850,000  
**LOW PROFILE** 24.9m/78', Sunseeker, 2007  
 DAVID SEAL ☎ +377 97 97 77 00 ✉ ds@mon.cnyachts.com



Asking price: €690,000  
**ANDREA S** 24.5m/80', Italversil, 1993  
 JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@cnipalma.com



Asking price: €1,750,000  
**PIPIRIPAO** 23.9m/78', Monty Nautic, 2003  
 JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@cnipalma.com



Asking price: €1,750,000  
**FLORENCE D.F.M.** 23.5m/77', Cantieri Navali Lavagna, 1996  
 JORDAN WAUGH ☎ +377 97 97 77 00 ✉ jw@mon.cnyachts.com



**NEW CENTRAL AGENCY** Asking price: €2,400,000  
**TOYZ4BOYS** 21.6/72', Pershing, 2009  
 RYTIS BABRAVICIUS ☎ +377 97 97 77 00 ✉ rb@mon.cnyachts.com



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Asking price: €7,900,000

**ENTERPRISE** 43.3m/142', Perini Navi, 1989

JEREMY COMFORT ☎ +33 (0)4 92 912 912 ✉ [jc@can.cnyachts.com](mailto:jc@can.cnyachts.com)



**NEW CENTRAL AGENCY** Asking price: €6,650,000

**BLUE COAST 88** 26.8m/88', Latitude Yachts, 2013

DAVID SEAL ☎ +377 97 97 77 00 ✉ [ds@mon.cnyachts.com](mailto:ds@mon.cnyachts.com)



Asking price: €1,900,000

**K2WIND** 24m/78'8", Wally Yachts, 2000

JEREMY COMFORT ☎ +33 (0)4 92 912 912 ✉ [jc@can.cnyachts.com](mailto:jc@can.cnyachts.com)



Asking price: €4,750,000

**ONLY NOW** 32m/104', CNB, 2002

MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ [mp@mon.cnyachts.com](mailto:mp@mon.cnyachts.com)



Asking price: €2,900,000

**LADY THURAYA** 31m/101'8", Lubbe Voss, 1982/2009

MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ [mp@mon.cnyachts.com](mailto:mp@mon.cnyachts.com)



Asking price: €1,750,000

**ALAS LIBRES** 30m/98'4", Thackwray, 1984/2011

JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ [jsyrett@cnipalma.com](mailto:jsyrett@cnipalma.com)





# Charter the luxurious **Hemisphere** from Burgess

Destined for the luxury charter market HEMISPHERE is a design masterpiece with truly awesome proportions. For more information on HEMISPHERE or other spectacular sailing superyachts available for charter please contact Burgess at one of the offices below...



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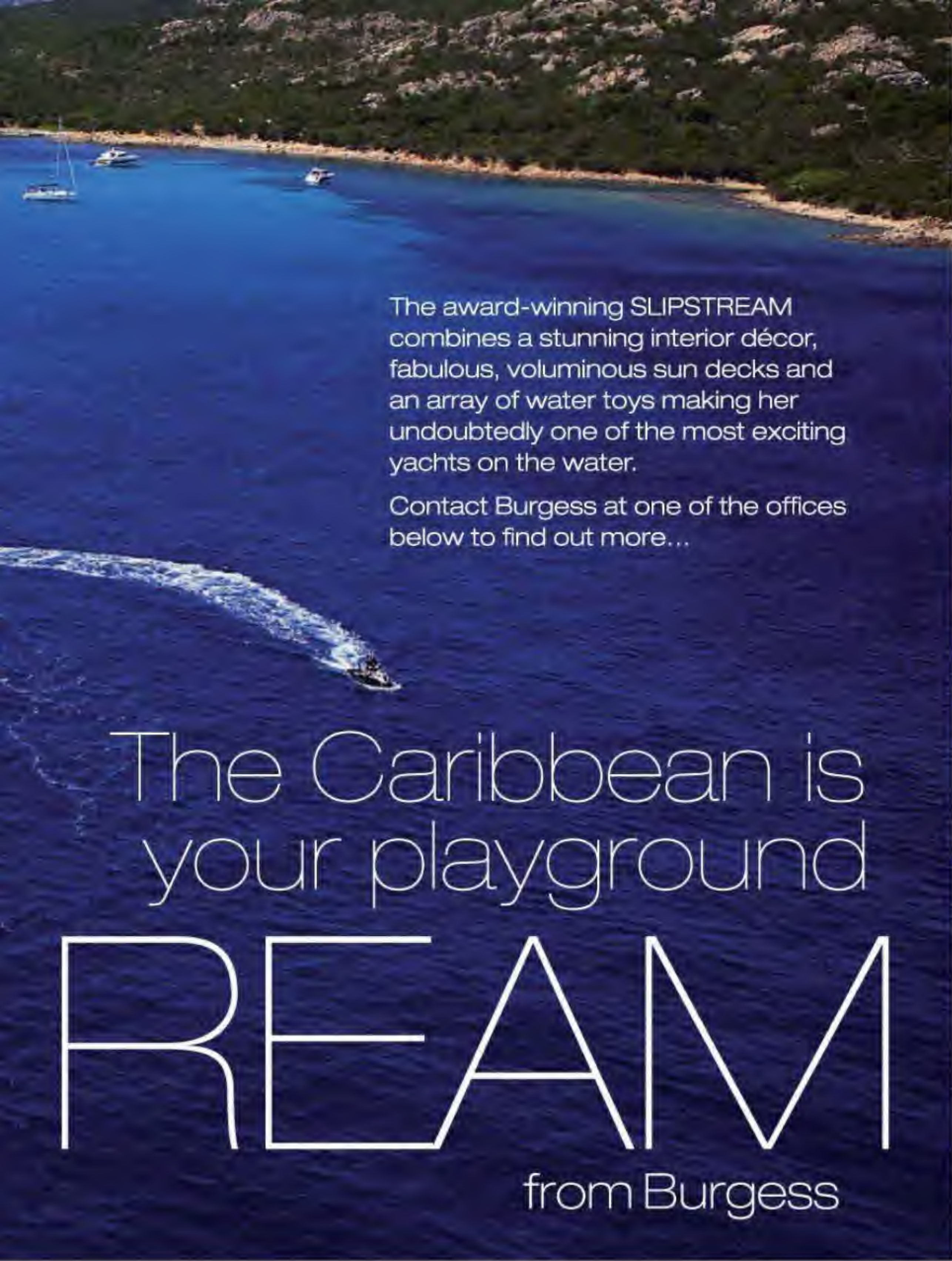


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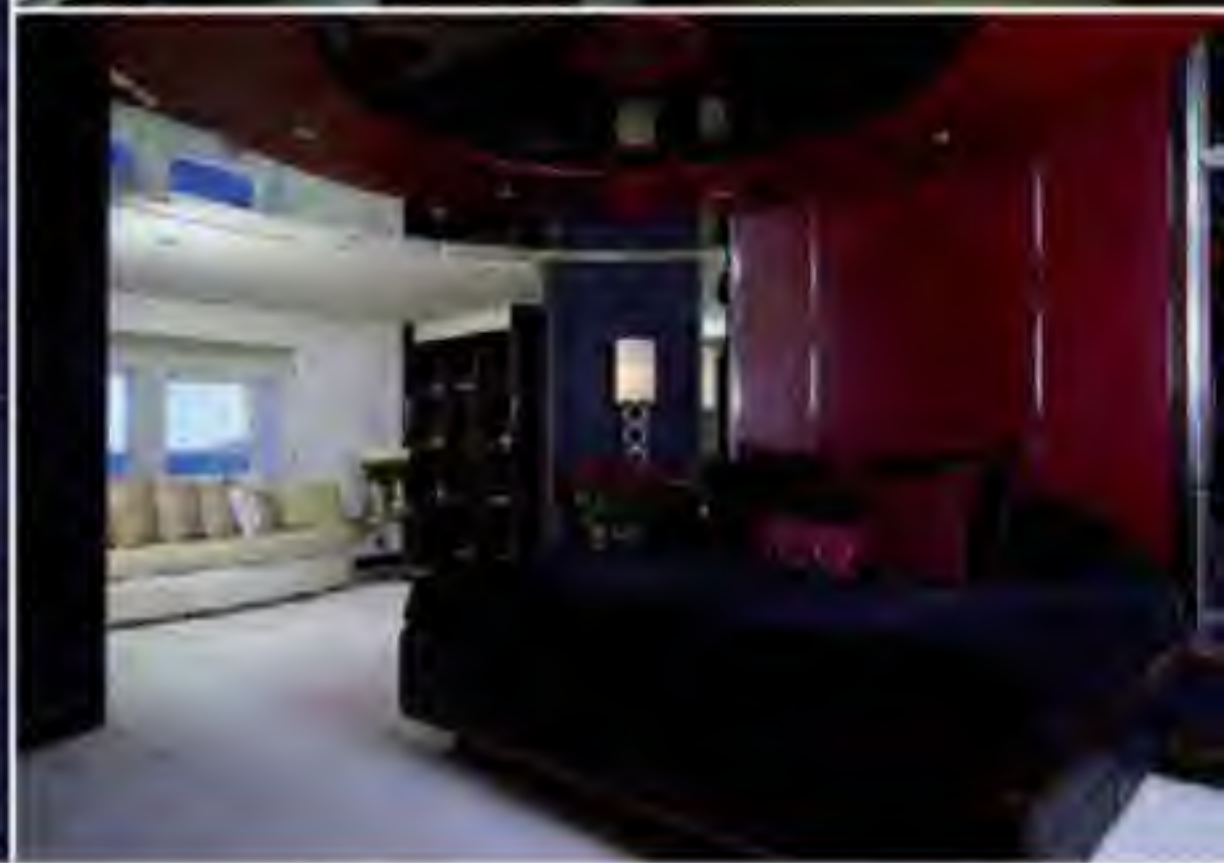
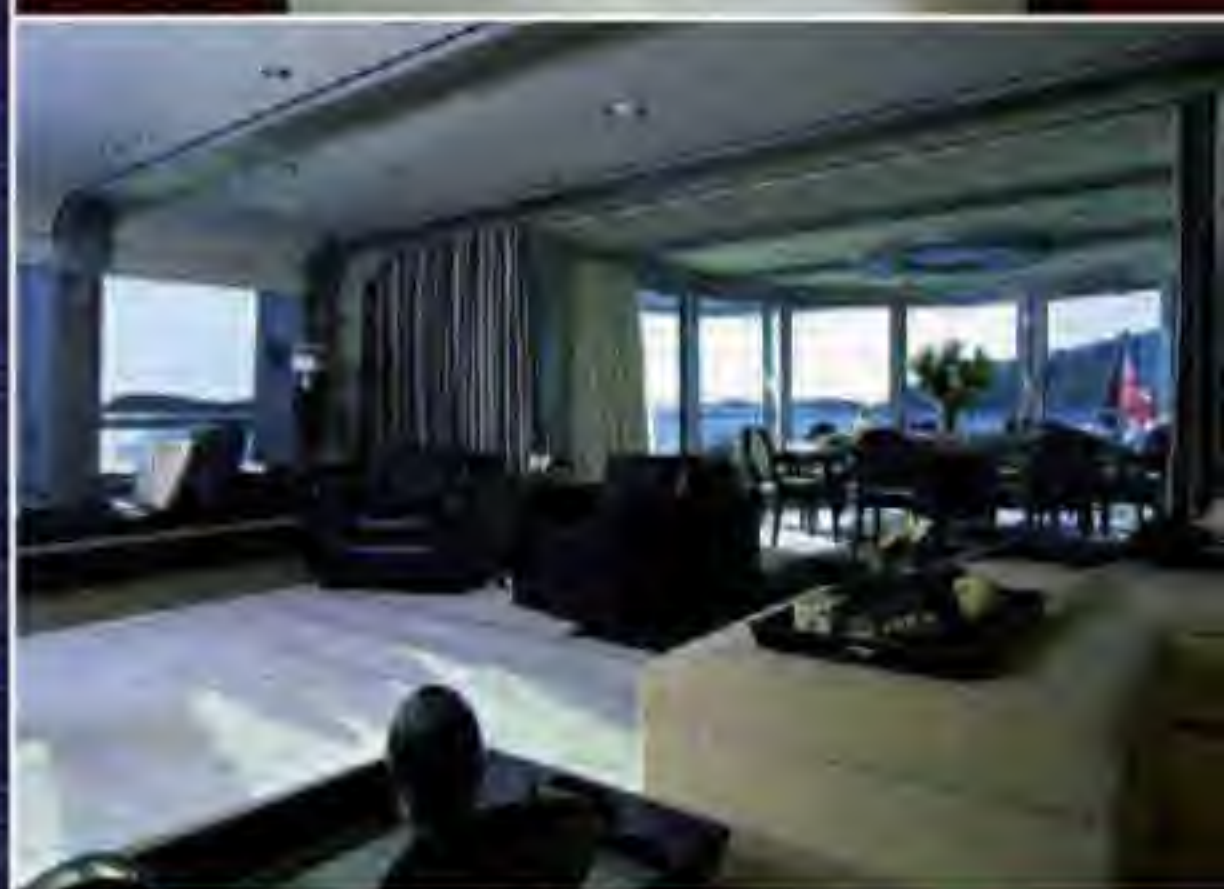




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## New Sunrise

An iconic superyacht with exceptional volume and stunning Italian styling that is without compare in today's market. A unique opportunity, NEW SUNRISE presents in immaculate order.

Length overall 61.3m (201.1ft) • Built by CRN, Italy in 2000 • Design by Studio Scanu / Francois Zuretti • Accommodation for 12 guests

Asking Price

€28,500,000

Central Agents for Sale



## Perseus

PERSEUS boasts a light and elegant interior with an excellent combination of indoor and outdoor dining and lounge areas. She also has a full beam master stateroom that converts to 2 double staterooms when required.

Length overall 49.8m (163.4ft) • Built by Perini Navi Spa, Italy in 2001 • Design by Perini Navi Spa • Accommodation for up to 10 guests

Asking Price

€14,900,000

Joint Central Agents for Sale



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## April Fool

A truly superb purchase opportunity for the discerning yacht owner. This award-winning Feadship is in pristine condition having been run and maintained with no expense spared.

Length overall 61m (200ft) • Built by Feadship, Royal Van Lent, The Netherlands in 2006 • Design by De Voogt Design/Janet Leroy/Studio Larvor • Accommodation for 10/12 guests

Asking Price

€49,000,000

Joint Central Agents for Sale



## Blue Ice

A spectacular opportunity from the proven, highly popular Palmer Johnson range. With striking exterior lines and modern interior styling by Nuvolari Lenard, BLUE ICE boasts top speeds of 27 knots while accommodating up to 12 guests in luxurious surroundings.

Length overall 45.7m (150ft) • Built by Palmer Johnson, USA in 2009 • Design by Palmer Johnson/Nuvolari Lenard • Accommodation for 10/12 guests

Asking Price

US\$27,900,000

Central Agents for Sale



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magazinesdownload.com



## Waterlily

A high-volume North European delivery offered for sale in as-new condition with spectacular deck spaces and light, contemporary interiors which make her ideal for private or charter cruising.

Length 43.4m (142ft) • Built by Royal Denship, Denmark in 2009 • Design by Diana Yacht Design/Michaela Reverber • Accommodation for up to 12 guests

Asking Price

€14,950,000

Central Agents for Sale



## Scheherazade

A high performance world cruiser from Bruce King and Andrew Winch. Lloyds classed and MCA compliant.

Length overall 47.2m (155ft) • Built by Hodgdon Yachts, USA in 2003 • Design by Bruce King Designs/Andrew Winch Designs • Accommodation for 6/7 guests

Asking Price

€16,000,000

Central Agents for Sale and Charter

Not for sale or charter to US residents whilst in US waters



# BURG

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## Nero

A unique and exciting purchase prospect: NERO is a thoroughly modern classic. The highest standards of luxury, modern technology and quality combine with the glamour and elegance of yachting's golden era on board the sensational NERO.

Length overall 90.1m (295.6ft) • Built by Corsair Yachts, in 2008 • Accommodation for 12 guests

### Price on Application

Joint Central Agents for Sale and Central Agents for Charter



## Blue Attraction

Recently reduced in price, this highly regarded North European Amels yacht is a proven world cruiser of the highest pedigree and has benefitted from substantial investment and refits throughout.

Length overall 36m (120ft) • Built by Amels BV Holland, The Netherlands in 1983 (2004/05 and 2006/07) • Design by Diana Yacht Design/Adam Lay Studio • Accommodation for 10/11 guests

Asking Price  
US\$6,500,000

Central Agents for Sale and Charter



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## KAISERWERFT 75

75m (246') | Kaiserwerft | 2014 | POA

### SKY WATER SPACE

A unique concept focused on integrating exterior and interior. Beach club area allows guests access to tenders in the harbor below.

### LIGHT PRIVACY COMFORT

Sun beds rotate to face the sun. Stairs descend beneath a glass pool. Private terraces. Oldenburger Interior.

James Munn | Monaco +377 93 100 450 | [james.munn@fraseryachts.com](mailto:james.munn@fraseryachts.com)



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Limassol

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# FRASER YACHTS





**FAR NIENTE | 26m (86') | Moonen | 2006 | 4,100,000 EUR**  
 Beautifully maintained 4 stateroom yacht, Lloyds/MCA compliant CAT power with modern interior.  
 Jeff Partin | Fort Lauderdale + 1 954 463 0600 | [jeff.partin@fraseryachts.com](mailto:jeff.partin@fraseryachts.com)



**STEADFAST | 34m (112') | Barattucci | 1992/2005 | 3,950,000 USD**  
 Terrifically handsome long range tri-deck yacht. Beautiful styling, always well maintained. Excels at serious fishing, diving and exploring.  
 Neal Esterly | San Diego + 1 619 225 0588 | [neal.esterly@fraseryachts.com](mailto:neal.esterly@fraseryachts.com)



**BLACK PEARL | 18m (58') | Donzi | 2006 | POA**  
 A unique opportunity for the serious angler! A 58' express sportfish with new paint and in pristine condition.  
 Scott French | Ft. Lauderdale + 1 954 463 0600 | [scott.french@fraseryachts.com](mailto:scott.french@fraseryachts.com)



**KAUAHALE KAI | 27m (90') | ABD Aluminum | 1996/2011 | 3,950,000 USD**  
 A remarkable expedition yacht, fully equipped and updated for an active cruiser's lifestyle & economical to run.  
 Neal Esterly | San Diego + 1 619 225 0588 | [neal.esterly@fraseryachts.com](mailto:neal.esterly@fraseryachts.com)



Not for sale to US residents while in US waters.

**PICOSA LADY | 22m (75') | Fleming | 2001 | 2,100,000 USD**  
 Meticulously maintained and continuously upgraded in all areas, including: AV, Electronics, interior décor, galley, exterior soft goods, tender and much more.  
 Jody O'Brien | Ft. Lauderdale +1 954 463 0600 | [jody.obrien@fraseryachts.com](mailto:jody.obrien@fraseryachts.com)



FOR SALE & CHARTER

Not for sale to US residents while in US waters.

**BELLISSIMA | 39m (127') | Baglietto | 2004 | POA**  
 Fast motor yacht, 26 knot cruise, 5 cabin accommodations, great entertaining / upper sundeck. Currently entertaining offers and or larger trades.  
 Michael Selter | San Diego + 1 619 225 0588 | [michael.selter@fraseryachts.com](mailto:michael.selter@fraseryachts.com)



**PERLA NERO | 33m (109') | Cyrus yachts | 2007 | 4,950,000 EUR**  
 Superyacht Award Winner for best M/Y under 40m. Five cabins, large deck space, MCA commercial register. Try before you buy.  
 Jan Jaap Minnema | Monaco +377 93 100 450 | [janjaap.minnema@fraseryachts.com](mailto:janjaap.minnema@fraseryachts.com)



**KINGFISH | 32m (107') | Christensen | 1997 | POA**  
 Just listed. With her 26'4" beam she has an amazingly large interior & exterior spaces.  
 Patrick McConnell | San Diego + 1 619 225 0588 | [patrick.mcconnell@fraseryachts.com](mailto:patrick.mcconnell@fraseryachts.com)  
 Neal Esterly | San Diego + 1 619 225 0588 | [neal.esterly@fraseryachts.com](mailto:neal.esterly@fraseryachts.com)



**FRASER YACHTS**





Not for sale to US residents while in US waters.

**TURQUOISE | 55m (181') | Proteksan | 2011 | 26,500,000 EUR**

Stunning new full displacement yacht built by the highly respected Proteksan-Turquoise shipyard to a Dubois design, delivered only 5 months ago. Six staterooms with two on deck. Long range, very quiet and beautifully finished.

Excellent outside spaces and bright refreshingly modern interior. Tenders in garages, zero speed stabilizers, Lloyds class, MCA and LY2.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | [stuart.larsen@fraseryachts.com](mailto:stuart.larsen@fraseryachts.com)



Not for sale to US residents while in US waters.

**SEA BOWLD | 53m (174') | Oceanfast | 2004 | 15,950,000 USD**

26 knots with a 3400nm range at 12 knots. Owner's stateroom on bridge deck; four guest suites and superb outside deck spaces. Yachting's equivalent to AMG.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | [stuart.larsen@fraseryachts.com](mailto:stuart.larsen@fraseryachts.com)



**CAMELEON B | 42m (139') | Proteksan | 2002 | 11,000,000 EUR**

Six guest cabins including Owner's stateroom on deck, 20 knots cruise, long range.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | [stuart.larsen@fraseryachts.com](mailto:stuart.larsen@fraseryachts.com)

Vassilis Fotilas | Monaco + 377 93 100 450 | [vassilis.fotilas@fraseryachts.com](mailto:vassilis.fotilas@fraseryachts.com)



**SEVEN J's | 33m (110') | Lazzara | 2005 | 5,900,000 USD**

Five stateroom layout provides guest accommodations for 12. Satin finished cherry wood joinery throughout. Outfitted for serious fishing and diving.

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | [josh.gulbranson@fraseryachts.com](mailto:josh.gulbranson@fraseryachts.com)



**FELIDAN | 35m (115') | Benetti | 1999/2000 | 3,900,000 EUR**

The best priced Benetti of this type on the market. Sleeps 8 in 4 cabins. Immaculately maintained and offers all the latest communication and navigation equipment. Keen Seller.

Dennis Frederiksen | Monaco +377 93 100 450 | [dennis.frederiksen@fraseryachts.com](mailto:dennis.frederiksen@fraseryachts.com)

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**LORETTA ANNE IV | 40m (131') | Alloy Yachts | 2009 | POA**

Gorgeous Alloy, Dubois, Starkey design with on-deck master, office, three en-suites and gym below. Flybridge dining, jacuzzi, tender garage and zero speed stabilizers. MCA and Lloyds! Jody O'Brien | Ft. Lauderdale + 1 954 463 0600 | jody.obrien@fraseryachts.com



**GEO Spirit of Expedition | 55m (180') | Mariotti | 2014 | 33,000,000 EUR**

Designed by famous Luca Dini, developed by world renowned Mariotti Shipyard and Fraser Yachts. Exceptional 950GT for 55m, 6 cabins, master on upper deck, 5 cabins on main deck. David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



**PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | POA**

Designed with elegance and comfort, Princess Sarah is in pristine condition. Features 6 Staterooms with on deck master. Scott French | Fort Lauderdale + 1 954 463 0600 | scott.french@fraseryachts.com



**RC | 41m (135') | Baglietto | 2004/2010 | 12,500,000 EUR**

Very famous MY RC - 41 mt Baglietto is now for sale. She accommodates 10 guests in great comfort, in 5 cabins with owner suite on main deck. Unique interior design. Ciro Pettrucci | Viareggio +39 335 18 22 971 | ciro.petrucchi@fraseryachts.com



**LAUREL | 73m (240') | Delta Marine | 2006**

Superbly executed by Delta Marine with interior design by Don Starkey. Seven staterooms in owners party. Steel hull and composite superstructure. She is exquisite in her detail, finish and condition. LAUREL is certainly the highest

pedigree yacht of her size on the market. Please call for viewing appointment.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com

Josh Gulbranson | Ft. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com



**FRASER YACHTS**





**COLUMBUS 177 "PRIMA" | 54m (177') | Columbus | 2011 | 24,500,000 EUR**

Recently launched 800+ ton displacement yacht with six staterooms and massive deck areas. Excellent quality, construction and engineering, and tenders in a garage. Balcony off owner's stateroom, zero speed stabilizers, LY2 compliant

and excellent cruising speed and range, Helicopter landing, big garage and exceptional volume.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | [stuart.larsen@fraseryachts.com](mailto:stuart.larsen@fraseryachts.com)



**SHADOW | 31m (101') | Comar Yachts | 2011 | 8,900,000 EUR**

This race pedigree, full carbon, 4 cabins, lifting keel performance cruiser is brand new.

Julian Calder | London + 44 7918 650 089 | [julian.calder@fraseryachts.com](mailto:julian.calder@fraseryachts.com)

Nabil El Jammal | London + 44 7501 485 328 | [Nabil.ElJammal@fraseryachts.com](mailto:Nabil.ElJammal@fraseryachts.com)



**PHOENICIA II | 29m (95') | Astondoa | 2001 | 2,300,000 EUR**

Custom made example of the 95' model built at Astondoa with a sky-lounge on top.

Breathtaking Burl olive wood "bookend" panelling throughout the entire yacht. VAT PAID.

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**OCEAN VOYAGER 123' | 37m (123') | Ocean Voyager | 2012 | 4,250,000 USD**

Long range. Big tenders up to 30' each with a crane of 6,000 lbs capacity. Four or five guest cabin layout. Very low maintenance and minimum crew needed.

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | [josh.gulbranson@fraseryachts.com](mailto:josh.gulbranson@fraseryachts.com)



Not for sale to US residents while in US waters.

**LADY LOLA | 62m (205') | Oceanco | 2002/2005 | 36,800,000 EUR**

63m Oceanco with successful charter records. Lloyds, Class G MCA. A must see.

Antoine Althaus | Monaco + 377 93 100 450 | [antoine.althaus@fraseryachts.com](mailto:antoine.althaus@fraseryachts.com)

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**PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | POA**

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**AVAGLIANI | 30m (99') | Benetti | 2009 | 6,300,000 EUR**

New CA, like new, best opportunity for a Benetti Tradition on the Market; Zero speed, few engine hours, ready to go.

Oscar Romano | Viareggio +39 334 688 4998 | [oscar.romano@fraseryachts.com](mailto:oscar.romano@fraseryachts.com)



Not for sale to US residents while in US waters.

**MI CIELO | 30m (100') | Azimut | 1997/2011 | 1,950,000 USD**

Has desirable on deck Media Room that works as 5th cabin. Impeccable condition no expenses spared. Loaded with options and upgrades. ATLAS ready.

Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | [jose.aranajr@fraseryachts.com](mailto:jose.aranajr@fraseryachts.com)



**AURORA DIGNITATIS | 27m (88') | Ferretti | 2008 | 5,800,000 USD**

Raised Pilot House Version. Commercially Charter Registered. Flybridge with Jacuzzi/Gym area. Has all the toys and amenities. Worldwide Power Converter.

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**CHARLY COPPERS | 40m (130') | Overmarine | 2004 | 6,500,000 EUR**

A fine example of the MANGUSTA 130. Inspection recommended.

Richard Earp | Monaco +377 93 100 450 | [richard.earp@fraseryachts.com](mailto:richard.earp@fraseryachts.com)



**KONKORDIA | 52m (169') | Alloy Yachts | 2006 | 27,500,000 EUR**

The most attractive & performing Large Sailing Yacht. Build to Lloyd's and MCA, she allows 10 guests to enjoy great comfort.

Antoine Larricq | Monaco +377 93 100 450 | [antoine.larricq@fraseryachts.com](mailto:antoine.larricq@fraseryachts.com)



**AIYANA | 24m (81') | Alia Yachts | 2010 | 5,450,000 USD**

Racing efficiency and cruising comfort. MCA compliant and ready for the racing season.

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Julian Calder | London + 44 7501 485 328 | [julian.calder@fraseryachts.com](mailto:julian.calder@fraseryachts.com)



**SUNDARA | 35m (115') | Karadeniz | 1994/2009 | POA**

Fabulous configuration for personal entertaining or charter including a flybridge, large deck salon, Jacuzzi, all the toys and large swim platform. Outstanding value in today's market.

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The yachts featured below represent a sample  
selection of the yachts in the Diamond Collection



IMAGINE | 65m (214') | 12 guests | €530,000 pw



FOUR WISHES | 43m (144') | 10 guests | \$170,000 pw



SOUTH | 53m (174') | 12 guests | €285,000 pw

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FRASER YACHTS





## 164' BENETTI SAILING YACHT **\$3,950,000**

A lovely steel motoryacht designed to cruise worldwide in comfort & safety Ron Rickard  
 Needs refit, \$3m Recent price reduction & owner wants offers [ron@ardell.com](mailto:ron@ardell.com)



## 154' NEREIDS **Price Reduced to €12,000,000**

BV Class & MCA, CAT 3512 B's, 14 to 16 knots with 3,100 mile range Craig Cadwalader  
 Luxurious interior, 5 Stateroom suites, Steel construction 2008 [craig@ardell.com](mailto:craig@ardell.com)



## 118' HATTERAS 1995

Tri-deck cockpit motoryacht, 5 Staterooms + 3 crew, Country kitchen Bill Palmer  
 Granite counters, Full walk-around decks, Fishing cockpit [palmer@ardell.com](mailto:palmer@ardell.com)



## 100' FALCON

4 Staterooms + 3 crew, Large Salon for entertaining, Tops out at 27 knots Brian Hermann  
 Beautifully finished cherry interior, Skybridge with 360° views [brian@ardell.com](mailto:brian@ardell.com)



## 97' TRANS WORLD 2003

4 Staterooms + crew, Wide body flush deck, 1,400 hp, 3412 CATs Todd Rittenhouse  
 Stabilizers, Furuno electronics, Northern Lights gensets [rittenhouse@ardell.com](mailto:rittenhouse@ardell.com)



## 92' PARAGON 2006

Cockpit motoryacht, Twin CATs, African walnut interior Jim Elliott  
 Three and a half staterooms with ensuite head plus crew quarters [elliott@ardell.com](mailto:elliott@ardell.com)



## 88' KNIGHT & CARVER 1988

Cockpit motoryacht, 3 Staterooms + 2 crew, 21'7" Beam, Walk around side decks Jim Elliott  
 Refitted in 2005/2006 & updated in 2010, Covered aft deck & flybridge [elliott@ardell.com](mailto:elliott@ardell.com)



## 80' NORTHERN MARINE

3 Staterooms + crew, Launched 2002, 5,000 mile range, Single 660hp Cummins Tim Johnson  
 Zero speed stabilizers, 3 Generators, Custom dark wood interior w/accents [tim@ardell.com](mailto:tim@ardell.com)



# 777

One of the world's most discreet and admired 68 metre yachts.  
Exceptional entertaining space. Long range independence.  
Newcruise cubist interior styling. Top quality German construction.  
Nobiskrug, 2006, 68m / 223ft, 12 guests, €54.75m  
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43,00 m - ITALYACHTS - 2010  
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For further information, please contact:  
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## Sensei



39,00 m - MITSUBISHI - 1992 refit 2007  
10 guests in 5 cabins - 7 crew - 2x MITSUBISHI 1100hp

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For further information, please contact:

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31,00 m - LEOPARD 31 - 2006  
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27m - ARNO - 2001  
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24,71 m - ROYAL HUISMAN - 1982 refit 2003  
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Mondo Marine 54m | 2012

Lying: Italy

For Sale: €28,500,000

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Mystic | CMB Yachts | 2010

Lying: Turkey

For Sale: € 14,995,000

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Zeus | 50m Mangusta | 2009

Lying: Monaco

For Sale: € 27,500,000

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Palumbo | 38m Hybrid | 2013

Lying: Italy

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Little Jems | 26m Leopard | 2004

Lying: South of France

For Sale: € 1,950,000

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Les | 33m Mangusta | 2007

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Pokerdassi | 33m San Lorenzo | 2006

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Santa Valentina | 26m Elegance | 2009

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**ALSO FOR CHARTER**

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**DEEP BLUE II** 43.80m (143.7 ft) | Oceanco | 1996 / 2008 | Ft Lauderdale, FL | USD 15,900,000

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**BLUE SCORPION** 53.00m (173.11 ft)  
Baglietto | 2006 | Viareggio | EUR 23,500,000 VAT Paid



**JANA** 46.30m (151.11 ft)  
Feadship | 1986 | U.A.E. | USD 13,995,000



**BELLA BRI** 46.00m (151 ft)  
Northern Marine | 2008 | West Palm Beach, FL | USD 21,500,000



**ARIETE PRIMO** 44.10m (144.8 ft)  
Richard Dunston | 1967 / 2006 | Genoa, Italy | EUR 19,000,000



**SOPHIE BLUE** 41.00m (134.6 ft)  
CBI Navi | 1998 | Nice, France | EUR 6,900,000



**NAMASTÉ** 40.00m (130 ft)  
Westport | 2011 Model | Ft Lauderdale, FL | USD 19,895,000



**MUSTANG SALLY** 40.00m (130 ft)  
Westport | 2009 | Ft. Lauderdale, FL | USD 18,450,000



**AWESOME** 39.60m (130 ft)  
Mangusta | 2005 | Monaco | EUR 12,800,000



## SALES & PURCHASE

## CHARTER

### USD 3,450,000 PRICE REDUCTION



**NORTHCOAST 125** 38.30m (125.6 ft)  
Northcoast Yachts | 2011 | Ft Lauderdale, FL | USD 15,499,000

### NEW LISTING FOR SALE



**STELLA** 34.53m (113.3 ft)  
Sunseeker Predator | 2011 | Genoa, Italy | EUR 13,000,000

### EUR 500,000 PRICE REDUCTION



**ANTIBES** 32.00m (105 ft)  
Ustaoglu / Dubois | 2010 | Kusadasi, Turkey | EUR 4,450,000



**ZAKOUSKA** 26.50m (86.9 ft)  
Warren Yachts | 2006 | Ft Lauderdale, FL | USD 4,950,000



**ASPEN ALTERNATIVE** 36.60m (120 ft)  
Sovereign | 2002 | Ft. Lauderdale, FL | USD 5,500,000



**FOREVER MY AGATA** 33.00m (108 ft)  
Mangusta | 2002 | West Med | EUR 7,500,000



**CAROBELLE** 30.00m (100 ft)  
Azimut Jumbo | 2000 | Ft. Lauderdale, FL | USD 3,450,000

### NEW LISTING FOR SALE



**EL NASSOL** 23.96m (78.6ft)  
Arno | 2005 | Bahrain | EUR 2,000,000



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**MANGUSTA 105** 2007 - 2 x 2.400 MTU  
500 h approx - Important upgrade in 2009 - Very good condition - Asking price Euro 3.900.000,00 VAT EX (negotiable)

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**SANLORENZO 108** 2006 - 5 cabins  
2 x 2.400 MTU - 640 engine hours - Perfect condition.  
Asking price: Euro 4.800.000,00 VAT Ex

CENTRAL AGENT



**MANGUSTA 108** 2003 - 2 x 2.775 MTU  
Very good condition.  
Asking price Euro 3.900.000,00

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**LEOPARD 32** 2005 - 4 cabins - 3 x 2.000  
MTU Kamewa Jet - 700 h approx - Good condition  
Immediate delivery.  
Asking price Euro 2.370.000,00 VAT EX

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**ADMIRAL 31** 2002 - 2 x 2.350 MTU  
4 cabins - Perfect condition.  
Asking price Euro 3.400.000,00 (negotiable)

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**FALCON 90** 2008 - 4 cabins - 2 x 1.826 MTU  
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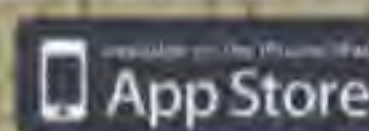
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**ONE MORE TOY** 155' (47M) Christensen 2001. 6 Staterooms  
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**SHALIMAR** 118' (36M) Azimut 1994. 5 Staterooms  
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**LADY LINDA** 187' (57M) Trinity-Delivery 2012. 6 Staterooms  
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**MIA ELISE** 164' (50M) Trinity 2010. 6 Staterooms  
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98' Queenship 1993  
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85' Broward 1982  
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80' Lazzara 1998  
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Beam: 8.90 m  
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### ISA 120 "Midnight Sun II"

Year: 2006  
Length: 36.45 m  
Beam: 7.40 m  
Engines: 3 x MTU 16V 2000 M91 à 1,471 kW



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Year: 2008  
Length: 38.50 m  
Beam: 7.60 m  
Engines: 2 x MTU 12V 4000 M90 à 2,040 kW



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Super Yacht built in composite : Epoxy/E-Glass/Kevlar/Carbon. Spacious and Luxury Yacht, powered by 2x1000 hp for a range of 5000 nm at 12 knots (Top 16 knots). Huge living space and aft master stateroom with terrace and sea view. 2 tenders of 6.00 m + Jetskis. Bureau Veritas Classified and MCA compliant.

## NEW SUPER YACHT - VATON 33 M - DELIVERY 2011



Super Yacht built in aluminium. Centre-board Sailing Yacht. Draft : 5.20/1.60 m. Mast and boom in carbon fibre. Rod rigging. Spectra sails. Sail area : 440 m<sup>2</sup>. Engine : 350 hp. Deck-saloon with sea view. Interior saloon and dinning. Huge aft owner's cabin + 4 guest cabins (12) + crew (4). Tender of 6.00 m.

## LARGE CHOICE OF PRE-OWNED YACHTS ON OUR WEB SITE



EXPLORER 51 M



LLOYDS SHIP 130



MAIORA 30 DP



SANLORENZO 82



CONAM 75



SPARKMAN 40 M



MAXI 88



JFA 85



PERINI NAVI 80



CNB 76



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## Ex-passengers ship for sale

Built by Blohm & Voss/Germany. 104,00m X 15,00m X 4,10m, twin diesel engines SEMT PCV 400/460 4.475 HP each, which gives you a comfortable speed of over 18 knots. This unique Vessel built by the renown Blohm & Voss Yard in Germany, resembles the grace and quality of a by gone era. The beautiful appearance and fantastic sheer lines make this Vessel **extremely suitable to convert into a yacht, floating hotel or casino**. Huge saving on construction cost and not to speak about the time saving factor. Parts of the interior have been removed in order to enable the new owner to start the conversion and upgrade works without delay. Very keen seller, asking price €3.950.000,- excl. VAT. Please contact us for further information.



### Experience you can trust at Vripack Brokers

Maarten Ten Holter & Peter Naeyé: 50 years' combined experience in the sale, purchase and construction of large motor and sailing yachts. Sworn and certified brokers and valuers with a proven track record. Known to get things done in a discreet, professional way with one thing in mind: buyer and seller satisfaction. Our business is built on recommendation and we have numerous repeat clients.



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Converted into a polar passenger ship



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*Yachting.*  
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YACHT MANAGEMENT - CHARTER & BROKERAGE - TECHNICAL DIVISION - CREW - STYLE



*for Sale*

**GO WILD - 15 m**

Cigarette Racing Team LLC - 2006  
10 seats + 1 cabin  
Asking price: € 815.000



*for Sale*

**TOBEKA - 24 m**

Cantieri Navali Arno - 2005  
3 cabins + crew  
Asking price: € 1.800.000 (VAT not paid)

*Charter and Brokerage*

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At Floating Life, meeting the needs of our customers is our mission, but above all, it's our pleasure.

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*for Sale*

**CLEOPATRA - 36 m**

Riva - Athena 115' - 2009  
12 guests in 5 cabins + crew  
Asking price: P.O.R.



*for Sale*

**VARUNA - 21 m**

**Classic Sailing Yacht**  
Philip & Son. Ltd - 1909 / 2009  
Asking price: € 470.000



**FLOATINGLIFE\***  
Charter & Brokerage





**PURE.** Nordia 70 Performance Cruiser. Built by Royal van Dam Nordia in The Netherlands, delivered 2011. Dim: 21m35 x 5m85 x 3m05. Dutch-built aluminium sailingyacht which has been put to the test one season and she is now even better than new. Exciting performance

coupled with living comfort to the highest standards you expect on luxury yachts. Spacious interior with flawless woodwork, sleeping 8/9 persons 4 cabins. Now available for sale in the western Mediterranean. Very, very complete. Contact [bart@tavros.nl](mailto:bart@tavros.nl) for detailed specification!



**Lady Anne.** Truly Classic 56 by Hoek Design. Dim: 17m50 x 4m45 x 2m40. Built in 1998 by McMullen & Wing, refit in the Netherlands 2009/2010. Elegant sailingyacht with in-boom mainsail and electric

furlers. New North 3DL sails, new Raymarine electronics, new Awlgrip on hull, mast and boom. Yanmar turbo 100HP, Whispergen. Sleeps 6 in two cabins. Lying: the Netherlands.

**Bart de Ven**  
Populierenlaan 10  
Bosch en Duin  
The Netherlands

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### 2003 ALFAMARINE 43M TRI-DECK SUPERYACHT

Lady Feryal is a high performance, high specification superyacht, designed by Andrea Bacigalupo and is built to MCA compliance. In immaculate condition throughout, her extremely spacious and ornate interior boasts vast accommodation for sixteen guests in eight well appointed cabins.

Engines: 2 x 2775hp MTU 12V 4000 M90  
Lying: Mallorca

\$11,999,000 Ex VAT  
Central Agent



### 2009 SUNSEEKER PREDATOR 92 SPORT

Offering stylish accommodation for eight guests in four en suite cabins, her high specification includes; Tropical air-conditioning, hydraulic bathing platform, upgraded Generators and M9 Satellite TV system.

Engines: 2 x MTU 16V 2000 M93  
Lying: Mallorca

£3,900,000 Inc VAT  
Central Agent



### 2008 SUNSEEKER 90 YACHT

A stunning example of this popular model, she has been meticulously maintained from new. Her spacious interior offers accommodation for eight guests in four deluxe en suite cabins. Coded to MCA Cat 2 she is perfect for charter. Her high specification includes; Trac Star Digital Fin Stabilisers, Bose upgrade and upgraded generators.

Engines: 2 x 1800hp Caterpillar C32  
Lying: South of France

£2,750,000 Ex VAT  
Joint Central Agent



### 2005 EVOLUTION 110

Benita Blue is an eye catching, highly specified Evolution 110. Her stylish and contemporary interior offers luxurious accommodation for up to 12 guests in 4 well appointed staterooms. Not commissioned until 2007 she represents excellent value for money.

Engines: 2 x 1800hp MTU 16V 2000 M90  
Lying: West Mediterranean

£4,250,000 Ex VAT

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Oyster 82'

£2,600,000 + VAT  
Lymington



SYS crustacean from 2004, with swift outers by Rob Humphreys. Excellent blue metallic livery and funky pearlescent rig, maintained to the nth by her skipper/magician. Uber flash onboard computer system offers the Gates factor, and a price tumble further adds to her appeal.



Oyster 72'

£2,200,000 + VAT  
Lymington



Good looking Rob Humphreys from 2007, with an enchanting maple interior that is just the job for family cruising and totally perfect for charter. Please check and register the funky paint job – which we think is cool to the point of freezing. Now back in Blighty to jolly well be sold. All relatively sane suggestions welcomed.



FPB 115'



Iconic 4 wheel drive motor yachting from Dashew Offshore, the 115' will set the standard at this size. As with the other FPBs now in commission, she represents a paradigm shift in motor yachting. The 115' is now ready to roll, the specification is complete, your adventure can begin. Contact us for the fullest information.



83'5" Feadship

€795,000  
Northern Europe



From Holland's finest in 1958, full restoration at Dorr Lemmer in 2005/07. Atmospheric and useable classic, which is offered post a small refresh at Dorr Lemmer this Autumn. Owner now wishes to dispose, hence the all new asking price which is on the malnourished side of modest - all this classic Feadship for cost of a modest 2 bed flat in town.





# DREAM | DIAMONDS ARE FOREVER



## FOR CHARTER LATE 2011

This stunning 200' (61 metre) BENETTI features a signature Evan Marshall interior comprising of two panoramic master suites, four guest staterooms, elevator to all decks, a full beam skylounge and vast open & shaded deck areas.

Peter Thompson [pt@ocyachts.com](mailto:pt@ocyachts.com) +44 7788 755334

Michael White [mike@ocyachts.com](mailto:mike@ocyachts.com) +44 7785 360845

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### PARADIS - NEW CENTRAL AGENCY

This 36.6m Canados has undergone a succession of refits since her launch in 1984 to keep her up to date. Including comprehensive W6 overhauls on both main engines. Price: 1,500,000 EUR (VAT Paid). Central Agents.



### EVENT - NEW CENTRAL AGENCY

Custom built 30m Benetti Tradition (hull no.6) from 2006 with original VERSACE style and accessories onboard. All new upholstery 2011. 4 staterooms for 8 guests. Price: 6,500,000 EUR. Central Agents.



### ASPIRACION - PRICE REDUCTION

A High performance Pershing 88 with all the refinements that one might expect; 6 guests in 3 cabins also featuring an office/study. Keen seller! Price: 1,500,000 EUR. Central Agents.



### AMEENA - NEW CENTRAL AGENCY

Following a major 2011 refit at the Jongert shipyard, this 29m Jongert is back on the market in the best possible condition. 6/7 guests. Price: 5,250,000 EUR. Central Agents.



### PALMYRE - PRICE REDUCTION

Stunning Truly Classic 80 from 2000 - all the looks of a classic but offering the sailing experience of a modern performance cruising yacht. VAT Paid. Price: 2,250,000 EUR. Central Agents.



### GYMIR - NEW CENTRAL AGENCY

True 20m cruiser-racer taking 1st place in Rolex Maxi Worlds 2010. New paint, upholstery, running rigging, rig out & all systems serviced in summer 2011. VAT Paid. Price: 1,430,000 EUR. Central Agents.

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## HAVANNA

Great ideas and smart solutions make her an entirely 'thought out' 30.5m Ocean cruising yacht, from Vitters and Bill Dixon. Pedigree construction, sleek lines, spacious interior with huge Owners and guest cabins. Accommodates 7 guests in 3 cabins.  
Price: 5,500,000 EUR. Central Agents.



## PASSE PARTOUT - NEW CENTRAL AGENCY

World cruising capable 42m Jongert from 2001. With a huge master suite adaptable to the new Owner's needs, a folding keel suitable for shallow waters and two major refits in her life, VAT Paid. Accommodates 11 guests in 4 cabins.  
Price: 9,250,000 EUR. Central Agents.





### SCORPION - NEW CENTRAL AGENCY

Launched in August this new Sanlorenzo Alloy40 has a superb interior for 12 guests, available with delivery mileage only following her debut at the Monaco Yacht Show. Price: 18,900,000 EUR. Central Agents for sale and charter.



### ANEDIGMI

This 49.68m OCEANCO is now probably in the best shape of her life after a recent multi million EUR refit. Full ISM/ISPS certified, zero speed stabilised. 12 guests. Price: 14,000,000 EUR. Central Agents.



### RS EDEN

Rebuilt in 2007 keeping much of her 1930's charm. With a fascinating history this 49.5m motor yacht has a versatile 6 guest cabin layout. Price: 12,500,000 EUR. Central Agents for sale and charter.



### LADY NATINA - NEW CENTRAL AGENCY

Launched in 2004, this 32m Canados is a popular model. Sleek lines are matched by impressive performance, capable of speeds approaching 30 knots. Price: 2,750,000 EUR. Joint Central Agents.

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